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ABSTRACT

The primary purpose of this directory is to identify for the grant-seeker some of the major national, regional, and local foundations that fund programs benefitting rural people. Included is an overview of other sources of private sector assistance such as churches and businesses that should also be considered. Several aids are provided to facilitate and enhance use of the directory. A key explains and clarifies the data categories used to present information on each foundation. Each of the 54 foundation profiles includes: its name, address, and telephone number; a contact person; a section on primary interests; recent (mainly 1977) financial data on assets; grants (total amount and number, as well as the range and types); whether an annual report is prepared and/or available; and a code designating the foundation as national, regional, or local. In the next section, insights are provided on the process of researching and approaching foundations for funding, and includes an annotated bibliography of foundation guides and references. In the final section, the foundations are indexed alphabetically, by geographic area of grantmaking, and by subject area of grantmaking interest (e.g., arts, agriculture, community development, education, health and health services, minority groups, research areas, women, and youth). (BR)

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Private Funding for Rural Programs

Foundations and Other Private Sector Resources

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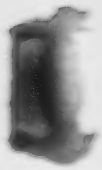

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Private Funding for Rural Programs

Directory of Foundations and Other Private Sector Resources

PREPARED BY

BARBARA STEPHENS
INFORMATION CLEARINGHOUSE

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ACKNOWLEDGMENTS

The Directory was prepared under the supervision of Betty A. Vinson, NRC Clearinghouse Director, and David M. Chewning, NRC Vice President/ Treasurer. Other Clearinghouse and NRC staff members who made invaluable contributions are Larry Newlin (church funding information); Kathryn Baker (union information); Minnie Sue Ripy (editing of Subject Index); and Patrice Schmidt and Tammy Hoppe, typing and production.

Numerous sources of information were used to develop the Directory, including foundation printed annual reports, IRS Forms 990-AR and 990-PF, the Foundation Directory, Ed. 6, Foundation Center Sourcebook Profiles, various State foundation directories, and many other guides and references available at the Foundation Center library in Washington, D.C. Special thanks are due the librarians and staff there for their interest and assistance throughout the research phase of this Directory. NRC would also like to express appreciation to all the staff members who reviewed and edited the description of their foundation prior to its publication in the Directory. Their comments and suggestions, as well as those provided by other foundation officials who reviewed the section on identifying and approaching foundations, greatly enhanced the accuracy and value of the Directory.

ABOUT THE NATIONAL RURAL CENTER . . .

. . . The National Rural Center, (NRC), which opened in March, 1976 is an independent, non-profit organization created to develop policy alternatives and to provide information to help rural people and their communities. The well-being of rural poor people is a principal concern of the NRC. The NRC also is committed to the proposition that all people should have a real choice in deciding where they want to live and a chance for a decent life in the community they choose.

Through its policy development and information programs, the NRC seeks better ways for people in rural areas to voice their concerns and desires, to shape policies affecting them and to gain access to federal agencies and private organizations. It seeks, also, to build public awareness of the mutual interests rural and urban dwellers have in solving rural problems.

A major component of the NRC is the National Rural Information Clearinghouse. The Information Clearinghouse maintains a specialized library of research and data on rural affairs, including Congressional and Executive-branch documents. Its computerized information retrieval system enables the staff to respond to requests for bibliographic information and other data on a wide range of rural-related issues. A primary objective of the Clearinghouse is to help state and local officials, community organizations, and individuals with rural concerns gain access to government and private organizations which can provide financial or technical assistance relating to community development and revitalization programs.

In keeping with this goal, the NRC published a Directory of Rural Organizations in December, 1976 (with update, October, 1977). This directory provides information on major national organizations involved in various aspects of rural development and policies. Single copies are free upon request; additional copies are $2.00 each.

Another Clearinghouse project has been the development of a Resource Guide for Rural Development. It is intended to assist community leaders in distressed rural communities in marshalling resources to tackle problems associated with poverty and community development. The Guide provides information about federal and state financial assistance programs, private sector financial resources such as foundations, churches, businesses, and unions, and sources of technical assistance. Additional insights are furnished on the processes involved in obtaining assistance from these various resources. Order and price information is available on request from the NRC Clearinghouse.

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I. ABOUT THE DIRECTORY OF PRIVATE FUNDING FOR RURAL PROGRAMS...

. . . Among the many requests for assistance received by the National Rural Center and its Information Clearinghouse are those from rural individuals and their organizations seeking leads to funding sources in the private sector. As a result of efforts to respond to these requests, the idea was conceived for developing a reference tool that would present in one place information on some of these major sources of private funding that provide support for projects or programs that benefit rural people.

The primary purpose of this Directory, then, is to identify some of the major national, regional and local foundations that fund programs benefiting rural people, and to provide information on each that will be useful to the grant-seeker. Included also is an overview of other sources of private sector assistance such as churches and businesses that should be considered as well by those seeking funding for rural programs.

Neither the Directory as a whole nor the individual foundation descriptions are intended to be comprehensive. Time and budgetary constraints prevented a comprehensive survey of all of the estimated 26,000 private foundations in existence to determine all of those which make rural grants. Efforts focused, instead, on first identifying the major national and regional foundations that are significantly involved in making grants for rural programs, and then extending the search to the larger foundations that limit their grants to one state or area within a state.

Similarly, the profiles on the foundations are not meant to give all information available on that foundation, but to serve as indicators of the direction to be taken in the search for information on appropriate sources of funding. Although every reasonable attempt was made to include the most current, accurate information on each foundation, unintentional errors or oversights are always possible. It is hoped that any errors or suggestions for additional foundations to include in possible Directory updates will be brought to the attention of the NRC Clearinghouse.

Several aids are provided to facilitate and enhance use of the Directory. A Key explains and clarifies the data categories used to present information on each foundation. For those people interested in doing further research on foundations, Part IV provides some insights on the process of researching and approaching foundations for funding, and includes an annotated bibliography of foundation guides and references. Finally, the foundations included in the Directory are indexed alphabetically, by geographic area of grantmaking, and by subject area of grantmaking interest.

II. KEY TO DATA CATEGORIES

1. NAME, ADDRESS: The full legal name of the foundation is listed with the address of its offices or that to which correspondence should be sent.

2. PHONE: When no number is given, it usually indicates that the foundation has no paid staff.

3. CONTACT: Individual to whom grant inquiries and applications should be addressed.

4. PRIMARY INTERESTS: The major fields of interest in which the foundation has (a) stated it makes grants or (b) actually made grants. If this type of information was not readily available, statements of goals or purposes, or descriptions of the types of programs recently funded are provided.

5. RURAL FOCUS: Fields of interest in which the foundation has made grants benefiting rural people. If this information was not readily available, a statement of goals/purposes or summary of the types of programs funded is provided. Examples of actual grants made or the types of grants made are often included for clarification.

6. GEOGRAPHIC AREA: Indicates where the foundation makes its grants generally, and specifically for rural projects and programs.

7. FINANCIAL DATA: Fiscal year date in parenthesis is the most recent year-end date of the foundation's accounting period for which data was most readily available (during preparation of the Directory).

8. ASSETS: The total value of the foundation's investments at market value.

9. GRANTS: The total amount of grants actually PAID in the year of record. This amount does not indicate the grant commitments for payment in future years, unless the words "approved" or "authorized" appear.

10. RANGE: Number of grant payments made (or authorized, as indicated); value of the lowest; highest; median (that number above and below which fall one-half the number of total grants made.)

11. ANNUAL REPORT: Indicates whether or not the foundation publishes a separate annual report (other than the legally

required 990-AR filed with IRS) for distribution to the public.

12. CODE:

N — National:	The foundation is not limited to any geographic area in its grant support.
R — Regional:	The foundation limits its giving to an area or region that includes more than one state.
L — Local:	The foundation limits its giving to one state or area within a state.

This code also appears in the Alphabetical/Geographical Index at the back of the Directory.

III. DIRECTORY OF FOUNDATIONS

AGWAY FOUNDATION
333 Butternut Drive
P.O. Box 4933
DeWitt, New York 13221

Contact: Arthur J. Fogerty, Administrator

Primary interests: Funds local organizations involved in health, youth activities, cultural activities, etc; wide variety of national organizations and associations concerned with issues such as crime and delinquency; traffic safety; economic education; agricultural economics and research; animal sciences; health. Rural (agricultural) focus: Funds agricultural youth organizations (4-H and Future Farmers of America) in northeast states. From a restricted fund, makes contributions to Agriculture College funds at 2 northeastern state universities. Geographic area: Nationwide; emphasis on Northeast.

Financial data (yr. ending 6/30/76): Assets: $725,759; Grants: $106,486; Range: 91 grants; low: $50; high: $10,000; median: $300. Annual Report: No

Code: N

THE AKBAR FUND, INC.
514 Camino Cabra
Santa Fe, New Mexico 87501

Phone: (505) 982-9805

Contact: Robert A. Levin, President

Primary interests: Projects related to minorities; particularly Indian and Chicano organizations. Prefers to fund projects that (a) have goals attainable within a specific period of time, (b) are sponsored and controlled by the people who would be served by them, (c) require seed money to enable them to begin, and (d) have probable sources of future funding to continue any activity or institution established by the project. No grants to projects of established educational institutions, those initiated by government, programs operating with substantial funds from other sources, scholarship funds and other aids to individuals, operating support for social service programs offering on-going and direct delivery of services, and programs of capital expenditure for construction or renovation. Will emphasize American Indian programs for next two years and will suspend grant program indefinitely at end of 1979. Rural focus: Recent grants to Indian and Chicano organizations for assistance with projects concerned with legal aid services, voter registration and education, land use, community economic development, local cooperatives, etc. Geographic area: Makes grants nationwide; concentrates rural grants primarily in Southwest and far West.

Financial data (yr. ending 12/31/75): Assets: $590,261; Grants: $336,746; Range: 25 grants; low: $1,626; high: $30,000; median: $10,000. Annual Report: Yes

Code: N (except for Alaska & Hawaii)

THE ARCA FOUNDATION
100 East 85th Street
New York, New York 10028

Phone: (212) 861-8300

Contact: Frank D. Dobyns,
Executive Director

Primary interests: Projects or programs that attempt to solve problems in the fields of population, food, nutrition, and intermediate technology as applied to agricultural activities. Focuses attention on cooperative programs that emphasize effective communications and non-traditional education in those areas. Rural focus: Significantly involved in funding activities in rural areas that provide training and development of agricultural workers and specialists; establish cooperative efforts to deal with food and nutrition problems; and provide technical assistance through community outreach and education to foster community development and organization. Geographic area: Makes grants nationwide; in the past has made most rural grants in Appalachia and other parts of the South.

Financial data (yr. ending 12/31/76): Assets: $8,285,547; Grants: $480,900; Range: 26 grants; low: $1,000; high: $150,000; median: $20,000. Annual Report: Yes

Code: N

APPALACHIAN FUND, INC.
P.O. Box 2277, College Station
Berea, Kentucky 40404

Contact: Mrs. Norbert F. Stammer, Director

Primary interests: Programs to improve the health, education, and general well-being of area residents. Rural focus: Grants to health care agencies (mental and physical); hospitals; colleges, for their programs in health and community services; child welfare agencies; a craft center providing training and jobs. Grants cover operating expenses, program activities, and purchase/ maintenance of equipment. Geographic area: Focuses grants in rural communities in the Appalachian mountain area of Kentucky and the surrounding areas of the state. Two recent grants made outside the state to rural community health agencies in North Carolina and Georgia.

Financial data (yr. ending 12/31/76): Assets: $4,428,893; Grants: $209,950; Range: 27 grants; low: $1,000; high: $32,000; median: $5,000. Annual Report: No

Code: L

MARY REYNOLDS BABCOCK FOUNDATION, INC.
102 Reynolda Village
Winston-Salem, North Carolina 27106

Phone: (919) 724-0519

Contact: William L. Bondurant,
Executive Director

Primary interests: Programs in the fields of education, including humanities and the arts; welfare and social services; and youth development. New program interests are state government accountability and reintegration of adolescence into society. No grants to individuals, for building programs, or to individual community or county organizations. Despite restrictions, it will happily review any proposal which offers unusual, if not unique, opportunities to be of service. Rural focus: Has recently funded projects that address specifically rural problems. Examples: Has assisted the NAACP Special Contribution Fund, through the support of a program to provide information and assistance to rural black landowners regarding sale of their real property; the Rural Advancement Fund of the National Share - croppers Fund in support of the on-the-job training activities for farmers and agricultural workers at the Frank Porter Graham Training Center in Wadesboro, North Carolina. Geographic area: Makes grants in North Carolina and Southeast; its rural grants have been limited to North Carolina.

Financial data (yr. ending 8/31/76): Assets: $27,542,852; Grants: $875,992; Range: 47 grants; low: $400; high: $300,000; median: $5,000. Annual Report: Yes

Code: R

CLAUDE WORTHINGTON BENEDUM FOUNDATION
223 Fourth Avenue
Pittsburgh, Pennsylvania 15222

Phone: (412) 288-0360

Contact: Betty Gardner Bailey, Secretary

Primary interests: Projects and programs aimed at enhancing educational and cultural opportunities for the people of West Virginia, providing essential health and other community services, and advancing the well-being of West Virginians generally. Grants primarily for independent higher education, especially in West Virginia but also in the general tri-state area of Pittsburgh. Other primary concerns include the delivery of health services, particularly in rural areas, youth development organizations, and various local and regional cultural, civic, and service organizations. Rural focus: Several grants for construction, renovation and equipping of primary health care clinics, construction of nursing homes and hospitals in rural areas of West Virginia. Geographic area: Pittsburgh, surrounding area of Southwestern Pennsylvania; State of West Virginia; rural grants primarily in West Virginia.

Financial data (yr. ending 12/31/77): Assets: $72,935,000; Grants: $4,159,644; Range (yr. ending 12/31/76): 118 grants; low: $300; high: $880,000; median: $10,600. Annual Report: No

Code: R

CHARLES K. BLANDIN FOUNDATION
203 First National Bank Building
P. O. Box 630 Phone: (218) 326-5824
Grand Rapids, Minnesota 55744

Contact: Edmund J. Whalen, Executive Secretary

Primary interests: Education (higher education scholarships; secondary education; private colleges); health and hospitals; science and research; social welfare (elderly, youth, civic, and religious groups); arts and humanities (performing and fine arts) Rural focus: Grants are made in all areas of interest to rural communities and organizations. Geographic area: Grants limited to State of Minnesota; primary emphasis in Itasca County, which is largely rural.

Financial data (yr. ending 12/31/75): Assets: $3,945,900; Grants: $946,532 (excludes $98,515 for 133 scholarships); Range: 67 grants; low: $140; high: $253,600; median: $5,500. Annual Report: Yes

Code: L

BOETTCHER FOUNDATION
828 Seventh Street Phone: (202) 571-5510
Denver, Colorado 80202

Contact: John C. Mitchell, Vice President
and Executive Director

Primary interests: Education (post-secondary scholarship programs; educational institutions); hospital and health services; civic and cultural programs; community and social services. Rural focus: Makes grants to aid in renovation or construction of health facilities serving rural and non-metropolitan areas of the State; has also provided support for several civic and cultural programs in rural communities including restoration of historic buildings; theatre performance expansion. Geographic area: All grants limited to Colorado; rural grants (particularly in health field) distributed throughout the state.

Financial data (yr. ending 12/31/77): Assets: $61,787,877; Grants: $3,264,885; Range: 69 grants (excluding scholarships); low: $250; high: $800,000; median (1976): $8,000. Annual Report: Yes.

Code: L

OTTO BREMER FOUNDATION
386 N. Wabasha Street, Suite 1300 Phone: (612) 227-8036
St. Paul, Minnesota 55102

Contact: Valerie Lies, Grants Administrator

Primary interests: Community affairs -- including programs enhancing citizenship and the general development of the community or its citizenry; education --encompassing activities primarily at the higher education level but some at the elementary and secondary levels; health -- support for all facets of the health delivery system: hospitals, clinics, ambulance services, and health training, education and coordinating organizations; religion -- support for institutions and organizations generally enhancing the development of religion; human services --programs and organizations that address specific needs of individuals, groups and/or families. No grants to individuals or for medical research. Rural focus: Makes grants in each area of interest for projects addressing the needs of rural communities within the region. Examples: Has provided funds for a Conference on Rural America, emphasizing the Red River Valley; development of Rural Ministry program to train clergy and seminarians serving in rural areas; management training for college students who intend to pursue careers in the administration of long-term care facilities in rural communities. Geographic area: Greater St. Paul area; trade areas of the Bremer banks in Minnesota, North Dakota, Wisconsin; rural grants throughout region.

Financial data (yr. ending 6/30/76): Assets: $17,965,720; Grants: $749,782; Range: 161 grants; low: $200; high: $51,500; median: $3,000. Annual Report: Yes

Code: R

THE BUSH FOUNDATION
W-962 First National Bank Building Phone: (612) 227-0891
St. Paul, Minnesota 55101

Contact: Humphrey Doermann, Executive Director

Primary interests: Education (public and private elementary, secondary, higher education; child development; parent education; economics education); performing arts and humanities (museums, theater, music and opera); human services (including health and rehabilitation; youth and family services; services for aged; law and corrections). Additional interests: communications, environment. Prefers not to fund proposals for: building construction in medicine; endowment funds; past operating deficits; general and continuing operating support. Rural focus: Grants recently have been to metropolitan areas, except for one made to support efforts of a non-profit economic development organization to provide marketing and design services to low-income rural people producing handcrafts. Plans to expand efforts in rural health care, specifically "to support the development of new kinds of training programs and practice models, or the extension of existing ones, which seem likely to improve the availability and quality of medical services in rural and other underserved areas within the region." Geographic area: Grants made only in Minnesota, North Dakota, South Dakota; secondary interests in central Florida and Chicago; its one rural grant was made in Minnesota.

(THE BUSH FOUNDATION Cont'd.)

Financial data (yr. ending 11/30/76): Assets: $201,346,487; Grants: $7,101,108; Range: 138 grants; low: $1,500; high: $300,000; median: $30,000. Annual Report: Yes

Code: R

CARNEGIE CORPORATION OF NEW YORK
437 Madison Avenue
New York, New York 10022
Phone: (212) 371-3200

Contact: Sara L. Engelhardt, Secretary

Primary interests: Higher education (increasing educational opportunity for minorities and women; nontraditional study; more effective use of institutional resources); early childhood education and development (including research into cognitive processes and development of competence; policy recommendations on behalf of children); elementary and secondary education (focus on public schools and their ability to teach the basics to underserved poor, minorities); public affairs (broadly addressed to advancement of social justice and equal opportunity in education, with emphasis on public interest research, monitoring government programs, education and training for leadership). Rural focus: Limited, but has included support for a program of higher education counselling and recruitment for rural black youth; project to develop training and management materials for day care programs in rural South; the Youth Project, which is providing technical and financial assistance for many rural groups organizing around issues significant to their communities. Its broad commitment to the advancement of social justice and equal opportunity in the public affairs area has included support for programs which affect rural people as well as many others; e.g., voter education projects in the South; research/monitoring project on impact of revenue sharing program on poor and minorities in South. Geographic area: Nationwide; rural grants to date have been primarily in the South.

Financial data (yr. ending 9/30/77): Assets: $251,044,254; Grants: $12,787,672 (approved); Range: 92 grants approved; low: $3,422; high $500,000; median: $80,000. Annual Report: Yes

Code: N

THE EDNA MCCONNELL CLARK FOUNDATION
250 Park Avenue
New York, New York 10017

Phone: (212) 9[illegible]-7050

Contact: Barbara Radloff,
Director of Communications

Primary interests: Grants related to four program goals: (1) Children: to provide stable, permanent, legally protected family settings for children now in foster care and institutions; (2) Developing world: to eliminate the tropical disease schistosomiasis as a major, global health problem; (3) Justice: to help the poor in penal and mental institutions and to help them reintegrate into society; (4) Jobs for the Hard-to-Employ: to strengthen the ability of those people, young or old, urban or rural, male or female, mentally or physically handicapped, who are not well served by traditional institutions to find and keep useful employment. (Future directions currently under review). Rural focus: Limited support for organizations which assist the rural poor (particularly minority groups living in rural areas) in finding and keeping useful employment. Support in the past has been provided for programs such as leadership training and development, expansion of small business enterprises, continuing education, community social services development, etc. but future funding priorities are not yet established. Geographic area: Makes grants nationwide; rural focus has been in Appalachia and other parts of the South; Southwest.

Financial data (yr. ending 9/30/77): Assets: approximately $170,000,000; Grants: $12,700,000; Range: 183 grants; low: $1,000; high: $300,000; median: $25,000. Annual Report: Yes

Code: N

CUMMINS ENGINE FOUNDATION
1000 Fifth Street
Columbus, Indiana 47201

Phone: (812) 379-8004

Contact: Edwin W. Booth, Executive Director

Primary interests: Minorities; social justice; arts; health; neighborhood development; community development primarily in places where donor company has facilities (Columbus, Indiana; Seymour, Indiana; Charleston, South Carolina; Jamestown, New York; Cookeville, Tennessee). Other grants outside Indiana have been primarily to national organizations or associations. Rural focus: Somewhat limited support for community and economic development projects benefiting rural communities. Example: Has funded Federation of Southern Cooperatives. Geographic area: Approximately 50-60% of grants made within Indiana; remainder outside. Rural grants have been made in the South.

Financial data (yr. ending 12/31/75): Assets: $12,470; Grants: $415,764; Range: 125 grants; low: $10; high: $125,000; median: $500. Annual Report: Yes

Code: N

De RANCE, INC.
7700 West Blue Mound Road
Milwaukee, Wisconsin 53213

Phone: (414) 475-7700

Contact: Harry G. John, President
Donald A. Gallagher, Ph.D., Vice President

Primary interests: Roman Catholic churches, missions; occasionally other Christian religious organizations and institutions; Catholic welfare programs. No grants or loans to individuals; profit-making organizations; no funds for endowments. Rural focus: Has funded various Catholic Diocesan programs serving rural populations, including construction of churches, health care, educational and recreational facilities. Two other rural programs recently funded include construction of a community development center to serve rural residents in the Kentucky mountains; and support for volunteer workers in a church-sponsored community organizing group working in the Bootheel region of Missouri. Geographic area: Nationwide (as well as International).

Financial data (yr. ending 12/31/77): Assets: $101,850,855; Grants: $7,043,321; Range: 285 grants; low: $100; high: $400,000; median: $10,000 to $25,000. Annual Report: No

Code: N

THE WILLIAM H. DONNER FOUNDATION, INC.
630 Fifth Avenue
New York, New York 10020

Phone: (212) 765-1695

Contact: Donald S. Rickerd, President

Primary interests: Development of American Indian institutions and leadership; Canadian studies in the U.S.; strengthening the administration of the nation's arts institutions; and programs to assist women already in management positions or who seek careers in the management professions. Funds a very limited number of special projects not related to its primary interests. Prefers to fund projects with potential regional or national impact, and makes no grants for capital expenditures, charitable drives, or to individuals. Rural focus: Supports programs to better enable Indian leadership: (a) to respond to changes in public attitudes towards Indian affairs and rights, and (b) to manage emerging conflicts between tribes and non-tribal governments. Examples: Recently made grants to assist a tribal government in the planning, coordination, and eventual administration of education programs on its reservation; to help an inter-tribal organization representing 26 tribes undertake collaborative efforts in developing and managing their natural resources; and to support two national research projects dealing with the study of federal Indian policy and critical topics in Indian law. Geographic area: Nationwide.

Financial data (yr. ending 10/31/77): Assets: $24,152,860; Grants: $920,213; Range: 18 grants; low: $10,000; high: $180,000; median: $50,000. Annual Report: Yes

Code: N

THE DUKE ENDOWMENT
30 Rockefeller Plaza
New York, New York 10020
Phone: (212) 247-3400

Additional Offices:

200 S. Tryon Street
Charlotte, North Carolina 28202
Phone: (704) 376-0291

3329 Chapel Hill Boulevard
P. O. Box 8816
Durham, North Carolina 27707
Phone: (919) 489-3359

Contact: Richard B. Henney, Executive Director

Primary interests: Funding is limited to: (1) Four educational institutions in North and South Carolina (Duke University, Davidson College, Johnson C. Smith University, and Furman University) -- for general and special purposes; (2) Non-profit hospitals and child-care institutions in North and South Carolina - for operations and for improving and expanding facilities; (3) Rural United Methodist Churches in North Carolina -- for building and operations; (4) Retired United Methodist ministers and their widows and orphans-for pensions. Rural focus: Health - provides continuous financial assistance to many local community hospitals in North and South Carolina which serve largely rural populations--for operating expenses, construction and equipment costs; education and training projects for doctors and hospital administrators; and cooperative programs to develop and provide services and appropriate professional personnel at these hospitals. Helps fund an "Access to Health Care Program" that assists hospitals in maintaining 24-hour physician coverage for emergency rooms to provide full-time primary health care services for rural families which do not have a family physician. Religion and Community Services: As part of its program of assistance for Methodist churches in rural areas of North Carolina, has provided funds for parishes (a consolidation of several rural churches) to purchase needed equipment such as a mini-bus to transport church members to community activities. Geographic Area: Grants limited to North and South Carolina; rural grants made to above-named beneficiaries throughout each state.

Financial data (yr. ending 12/31/76): Assets: $430,466,661; Grants: 22,639,006; Range: No size restrictions; varies depending on purposes. Annual Report: Yes

Code: R

FARM FOUNDATION
1211 West 22nd Street
Oak Brook, Illinois 60521

Phone: (312) 986-9393

Contact: R.J. Hildreth, Managing Director

Primary Interests/Rural Focus: Major purpose is to support development of leadership to help rural people improve economic and social aspects of rural life. Functions primarily as an "operating" rather than a "granting" foundation, by facilitating and supplementing research, or educational work of land grant universities, USDA, and other agencies and organizations in 4 program areas. public policy; food and agricultural management; human and community development; natural resources and environmental quality. Conducts the following general types of activities in each program area: (1) Sponsors and/or participates in national, regional, or local conferences, workshops, seminars, symposiums, and training programs that provide opportunities for discussion and study of specific issues; (2) Develops and/or disseminates educational materials and information resulting from such discussions and studies. Two other programs sponsored by the Foundation are: (1) Leadership Development - provides scholarships and fellowships for extension personnel and rural clergymen to attend education and training courses; (2) Foundation for American Agricultural Program - attempts to further interaction and understanding among university, government, and industry personnel concerning agricultural and rural affairs by conducting seminars for members and guests on topics of importance to the agricultural community. Geographic Area: Nationwide.

Financial data (yr. ending 4/30/76): Assets: $6,527,383; Grants: $8,945; Range: 6 grants; low: $400; high: $2,545. Annual Report: Yes

Code: N

THE FIELD FOUNDATION, INC.
100 East 85th Street
New York, New York 10028

Phone: (212) 535-9915

Contact: Richard W. Boone, Acting Executive Director

Primary interests: Race relations, child welfare, and poverty. Additional interests: civil liberties, national security. No grants for annual campaigns, building funds and endowments, ordinary expense budgets of health and welfare agencies, most purely local groups, individuals, medical research, and scholarships. Rural focus: Grants to numerous organizations in rural areas, primarily for their program or project activities related to community/economic development (including cooperatives, health and child care facilities, community organizing groups); education and training of rural people (including problem-solving workshops; advocacy, public education, research projects on behalf of rural people; leadership training for public officials). Examples: Has funded the Appalachian Research and Defense Fund, in support of its Education and Training project which is working to assure the right of participation of low-income families in basic benefit programs; Mississippi Action for Community Education, for support of its fund to make small grants and loans to local organizations for community development activities; the Center for Community Change,

(THE FIELD FOUNDATION, INC. Cont'd.)

in support of its public interest activities, especially with regard to rural issues and problems; the Beaufort Jasper Comprehensive Health Services, Beaufort, S.C., toward support of this federally-funded rural health project's staff education and development program. Geographic area: Makes grants nationwide; rural focus has been in the South (particularly Appalachia and Mississippi), a few rural grants have been made in Southwest and Far West.

Financial data (yr. ending 9/30/76: Assets: $18,317,183; Grants: $1,862,077; Range: 87 grants; low: $1,000; high: $125,000; median: $15,000. Annual Report: No - biennial.

Code: N

THE FORD FOUNDATION
320 East 43rd Street
New York, New York 10017
Phone: (212) 573-5000

Contact: Howard R. Dressner, Secretary

Primary interests: National affairs (civil rights and minority opportunity; status of women; the severely disadvantaged; community development; working class problems and concerns; housing opportunity; public interest law; administration of justice; improving governmental performance); Resources and the Environment (public-policy analysis; environmental law and mediation; international environmental affairs); Education and Research (higher education and research; public education); The Arts (artistic finances; theater; music and dance; literature; arts and minorities); Communications (journalism; public broadcasting; communications policy); Public Policy and Social Organization (graduate training program; policy studies; special inquiries). Prefers to fund "experimental, demonstration, and developmental efforts" that are likely to have a "wide effect." Usually makes no grants for purely personal or local needs, operating costs, construction or maintenance of buildings. Rural focus: Within the National Affairs field, it makes grants and program-related investments to support rural community development corporations; programs of rural business and cooperative development and job training. Grants have also been made to national and regional organizations to support their programs of technical assistance to rural community development corporations and cooperatives, and such projects as policy studies on rural issues. Geographic area: Makes grants nationwide; support for community/economic development programs has been focused in south and southwest.

Financial data (yr. ending 9/30/76): Assets: $2,354,147,000; Grants: $150,270,000; Range: 983 grants; low: $334; high: $4,250,000. Annual Report: Yes

Code: N

GENERAL MILLS FOUNDATION
9200 Wayzata Boulevard
Box 1113
Minneapolis, Minnesota 55440

Phone: (612) 540-3337

Contact: W. R. Humphrey, Jr., Executive Director

Primary interests: Education (38%); social welfare and health (38%); cultural (15%) and civic (9%) affairs. Currently interested in supporting programs of encouragement for minorities and women, illiteracy reduction, and local government improvement. Rural focus: Very little; e.g. Native American education - including grants to higher educational institutions for scholarships. Geographic area: Except for education, communities where General Mills has major corporate responsibility are favored.

Financial data (yr. ending 5/31/77): Assets: $5,353,738; Grants: $3,271,815; Range: 580 grants; low: $500; high: $200,000; median (1976): $2,000. Annual Report: Yes

Code: N

GENERAL SERVICE FOUNDATION
c/o James P. Shannon
400 Foshay Tower
821 Marquette Avenue
Minneapolis, Minnesota 55402

Phone: (612) 339-7343

Contact: James P. Shannon, Program Associate

Primary interests: Population, environment, and education projects, preferably those of an experimental, demonstration, or research nature. Does not usually contribute funds for operating budgets, annual campaigns of established organizations, capital expenditures, individuals, or relief. Rural focus: Has recently funded a very limited number of projects with a specifically rural orientation. Examples: a student aid program for American Indians at Concordia College, Moorhead, Minnesota; development of U.S. Food and Agricultural Policy by the Aspen Institute for Humanistic Study; study of rural poverty and politics by the Center for Community Change, Washington, D.C.; University of New Mexico's American Indian Law Center project to revise and update "Handbook of Federal Indian Law." Geographic area: Nationwide.

Financial data (yr. ending 12/31/76): Assets: $20,935,660; Grants: $812,550; Range: 50 grants; low: $1,500; high: $55,000; median: $12,500. Annual Report: Yes

Code: N

THE EDWARD W. HAZEN FOUNDATION
400 Prospect St.
New Haven, Connecticut 06511
Phone: (203) 865-4121

Contact: Mrs. Anne L. Hoblitzelle, Assistant Director

Primary interests: Programs which focus on young people and values, primarily in educational programs at the secondary level that include action and research in: environments where young people live, study, or work (particularly in troubled metropolitan areas); formation of constructive values; increasing the competence of teachers and others who work with young people. Rural focus: Although it has made only a few rural grants recently (e.g., for a study of public policy affecting rural education and institutions), it is interested in considering grant proposals from rural groups for programs that are consistent with its stated program priorities. Geographic area: Nationwide; about a quarter of its 1976 grants went to agencies in Connecticut, primarily in New Haven.

Financial data (yr. ending 12/31/77): Assets: $5,632,496; Grants: $334,460; Range: 48 grants; low: $160; high: $26,700; median: $10,000.
Annual Report: No - biennial.

Code: N

THE HILLMAN FOUNDATION, INC.
2000 Grant Building
Pittsburgh, Pennsylvania 15219
Phone: (412) 566-1480

Contact: Ronald W. Wertz, Executive Director

Primary interests: Community improvement/civic affairs; all levels of education; religion; youth and youth services; health and medicine; cultural advancement; welfare. Rural focus: Has made limited number of grants to programs that specifically benefit rural people and several others that benefit rural people as well as others. Examples: University Health Center, to develop valid protocols for management of common diseases found in rural health clinics of western Pennsylvania; a project to stimulate economic activity and growth in a 9-county region of southwest Pennsylvania; a program to develop a standardized record-keeping system for emergency rooms of hospitals located in 12-county area of southwest Pennsylvania. Geographic area: Grants primarily in Pittsburgh and Allegheny county; rural grants to western and southwestern Pennsylvania.

Financial data (yr. ending 12/31/76): Assets: $19,599,760; Grants: $834,400; Range: 58 grants; low: $1,000; high: $100,000; median: $10,000.
Annual Report: Yes

Code: L

THE HOGG FOUNDATION
P.O. Box 7998
University Station
Austin, Texas 78712

Phone: (512) 471-5041

Contact: Dr. Wayne H. Holtzman, President

Primary interests: Grants for research and demonstration projects in mental health. Particular emphasis on childhood mental health; aging and other special population needs; minority populations. About 60% of its grants recently went to the University of Texas at Austin and its affiliated universities and institutes throughout the State; 40% to community agencies, statewide organizations, private universities and other organizations. Also conducts an extensive Mental Health Education program which aims toward increasing public awareness and knowledge of mental health issues through publication/distribution of books, pamphlets, etc., and t.v. and radio programs; maintenance of a specialized library collection of documents related to mental health and other social/behavioral sciences. Rural focus: Has recently funded several projects that provide mental health services to people in rural communities. Among projects funded have been those aimed at curbing alcohol and drug abuse; child neglect or abuse; improving day care for children of low-income mothers; etc. The Foundation's Mental Health Education Program distributes information on mental health problems that reaches many rural residents. Geographic area: Grants limited to State of Texas.

Financial data (yr. ending 12/31/77): Assets: not available; Grants: $742,056; Range: 74 grants; low: $100; high: $80,000; median: $6,000. Annual Report: Yes.

Code: L

THE ROBERT WOOD JOHNSON FOUNDATION
P. O. Box 2316
Princeton, New Jersey 08540

Phone: (609) 452-8701

Contact: Miss Margaret E. Mahoney,
Vice President

Primary interests: Programs to increase access to health care; to improve the performance of health care services in order to ensure quality care; to develop mechanisms for the objective analysis of public policies in health. Recent grants made (1) to institutions or groups developing and putting in operation new or improved ways to deliver ambulatory care services; (2) for education and training of various kinds of health professionals needed to plan, staff and manage such services; (3) to support independent evaluation of certain Foundation programs; for highly targeted health care research; to groups developing data useful for formulation and evaluation of public policy. Prefers projects likely to have a national or regional impact. Future goals will be to encourage new approaches to render more effective health care service systems for children and the elderly in low-income categories and other special population groups.

(THE ROBERT WOOD JOHNSON FOUNDATION Cont'd.)

No support to individuals or for endowment, construction, equipment, general operating expenses; biomedical research; programs concerned with a particular disease or broad public health problems. Rural focus: Funds numerous programs to expand health care services in rural areas. Grants for programs to: establish or improve rural primary health care delivery systems; provide emergency medical care, outreach services, dental care in rural areas, education and training for nurse practitioners and physician assistants, many of whom practice in rural clinics. Example: Supports the Rural Practice Project, which seeks to develop alternative medical practice models in participating rural communities. Geographic area: Nationwide.

Financial data (yr. ending 12/31/76): Assets: $957,916,251; Grants: $42,616,209; Range: 217 grants; low: $1,000; high: $4,121,155; median: approximately $83,000.
Annual Report: Yes.

Code: N

JOINT FOUNDATION SUPPORT, INC.
1 East 53rd Street
New York, New York 10022
Phone: (212) 755-6023

Contact: Patricia Hewitt, Executive Director

Foundation Members, 1978: Abelard; Bernhill; Joyce and John Gutfreund; Hycliff; Carol Buttenwieser Loeb Family Philanthropic Fund; Muskiwinni; Pettus-Crowe; Richard and Lois Rosenthal; Scherman; Women's Fund - Joint Foundation Support.

Operates as a "clearinghouse" to investigate, evaluate, and recommend to its 10 members those grant proposals which are directed at social change-oriented programs designed to ensure civil rights and liberties, to assist minority groups, to encourage self-help and to promote equality of opportunity for the urban and rural poor. JFS members are interested especially in providing seed money for relatively unknown projects. Rural focus: Grants made by some JFS members support a number of programs providing equal opportunities for rural people, especially the poor or disadvantaged, in areas such as community and economic development. Geographic area: Approximately one-quarter of the recent JFS-recommended grants made by member foundations went to Appalachia, the South and to a lesser extent, the Southwest and Northwest.

Financial data (yr. ending 12/31/77): Assets: N/A; Grants: JFS administered 89 grants, totalling $390,000 to 70 different projects. Average grant: $4,500. Annual Report: Yes.

Code: N

THE HENRY J. KAISER FAMILY FOUNDATION
2 Palo Alto Square
Palo Alto, California 94304
Phone: (415) 493-5900

Contact: Robert G. Lindee, Vice-President

Primary interests: Programs in medicine and health, with major emphasis on expanding comprehensive prepaid health care programs. Other areas of interest are delivery of high quality health care; planning and coordinating health care systems; development of rational health policies; medical technology and its evaluation; education in the health professions and in health care administration; solutions to problems in medicine by means of joint efforts of professionals from various disciplines. Also funds local programs in general higher education and local community and public agencies. Does not provide funding for capital projects. Rural focus: To improve the delivery of quality health care in underserved rural areas. Grants have been limited in number in recent years, but have included support for: an emergency care training program for medical personnel practicing in rural areas and a rural health care demonstration project in Northern California. Geographic area: Nationwide.

Financial data (yr. ending 12/31/77): Assets: $169,610,381; Grants: $5,784,435; Range: 57 grants; low: $1,000; high: $795,300; median: $23,000. Annual Report: Yes

Code: N

W.K. KELLOGG FOUNDATION
400 North Avenue
Battle Creek, Michigan 49016
Phone: (616) 965-1221

Contact: Edward P. Sickmiller, Secretary

Primary interests: Agriculture, education and health. General interest is in funding pilot projects in each area which, if successful, can be continued by initiating institutions or organizations with similar problems. Specific program objectives and activities within the three areas may change from year to year. Recent grants were made with the following purposes in mind: (1) Agriculture: increasing world food supply; improving rural life; (2) Education: improving learning processes; strengthening the family; helping youth develop educational, career and leadership potential; enhancing lifelong learning in the adult years; (3) Health: improving access to and availability of health care services; assuring quality health care services; providing for cost containment and increased productivity of health care services; improving the quality of life through health promotion and disease prevention programs; enhancing the comprehensiveness and continuity of health care services. Makes no grants for research; operational phases of established programs; ongoing projects that are local in scope; endowments or developmental campaigns; or to individuals, except for fellowships which relate to specific areas of Foundation programming. Rural focus: Agriculture - grants to numerous post-secondary institutions to help them orient their programs and resources to the problems of rural people and their communities, particularly in such areas as agricultural/agribusiness education; economic, human

(W. K. KELLOGG FOUNDATION Cont'd.)

resources, and community services development; leadership and management training. Example: Recent grant to Southwest Minnesota State College to establish The Countryside Project -- a consortium of educational institutions and community groups that addresses socio-economic problems in a 19-county rural area. Education - support for programs of post-secondary institutions to help minority youth develop their educational, career and leadership potential. Health - grants to numerous post-secondary institutions and health care agencies for development or expansion of improved health care services in rural areas; supports curriculum development programs for nurse practitioners and physician assistants and projects demonstrating their effective utilization in rural areas. Assistance also to hospitals to develop or provide full management services for rural hospitals. Geographic area: Nationwide.

Financial data (yr. ending 8/31/77): Assets: $965,446,013; Grants: $38,115,356; Range: 627 grants; low: $700; high: $3,677,500. Annual Report: Yes

Code: N

THE KERR FOUNDATION
1208 Fidelity Plaza
Oklahoma City, Oklahoma 73102

Phone: (405) 235-8546

Contact: Garland R. Hadley, Executive Vice President

Primary interests: Conducts its own programs in agricultural and economic research. Also makes grants locally for cultural activities, educational, health care, and youth programs. Economic Studies Division supports research into the workings of the multi-faceted economy of Oklahoma and the Southwest, in particular: state government finances, econometric modeling, and survey research to identify demographic and attitudinal trends. Rural focus: Agricultural Division conducts research and extension programs that reach hundreds of rural families, providing information on agricultural methods and agribusiness techniques that can boost their economic well-being while conserving natural resources. Kerr Foundation Research Ranch offers assistance in planning and resource management to farmers and ranchers requesting help. Geographic area: Assistance limited to State of Oklahoma; grants outside Economic Studies and Agricultural Divisions made primarily in Oklahoma City.

Financial data (yr. ending 6/30/76): Assets: $47,194,403; Grants: $1,811,054; Range: 88 grants; low: $500; high: $117,455; median: $5,000. Annual Report: Yes.

Code: L

THE KRESGE FOUNDATION
2401 West Big Beaver Road
Troy, Michigan 48084

Phone: (313) 643-9630

Contact: William H. Baldwin, President

Primary interests: Challenge grants to well-established, fully-accredited, financially sound, and tax-exempt organizations operating in the fields of four-year college and university education; health care and related services; conservation; the arts; and care of the young or old. Grants made only toward construction and renovation projects; purchase of major movable capital equipment having a unit cost of not less than $50,000; and the purchase of real estate. Applications accepted only within period beginning January 1 and ending March 31 of each year. Rural focus: Recently made grants for construction of a satellite rural health clinic in Kentucky; expansion of an experimental farm and training center in North Carolina; construction of an integrated food processing plant in small town in rural Kentucky. Geographic area: Nationwide; rural focus to date has been in South.

Financial data (yr. ending 12/31/77): Assets: $607,256,157; Grants: $29,987,500; Range: 202 grants; low: $10,000; high: $1,550,000; median: $75,000. Annual Report: Yes; a statement of policies and application procedures is also available.

Code: N

THE JOHN AND MARY R. MARKLE FOUNDATION
50 Rockefeller Plaza, Suite 940
New York, New York 10020

Phone: (212) 489-6655

Contact: Lloyd N. Morrisett, President

Primary interests: To strengthen educational uses of, and generally improve all aspects of the mass media and communications technology. Recent grants for programs/projects in categories of: journalism; communications and the public interest; programming for special audiences; research in communications policy and social science issues. Rural focus: As an outgrowth of its interest in programming for special audiences, has supported efforts to develop better service by the media for groups currently underserved by it, including rural populations. Example: has supported a rural community-oriented broadcast production house attempting to instill pride in residents of the Appalachian region through local television programs. Grants specifically "rural" in nature have been limited; however, other foundation-supported grants, particularly those for communications policy research, are studying broad issues that have significant implications with regard to rural development - e.g., the uses of telecommunications technologies to deliver social services. Geographic area: Nationwide.

Financial data (yr. ending 6/30/77): Assets: $47,461,779; Grants: $2,291,101; Range: 52 grants; low: $2,000; high: $182,000; median: $34,850. Annual Report: Yes

Code: N

THE MCKNIGHT FOUNDATION
Suite 1701 Shelard Tower
Minneapolis, Minnesota 55426

Phone: (612) 546-8814

Contact: Russell V. Ewald,
Executive Vice-President

Primary interests: Human and/or social service programs which seek to alleviate the problems which affect the poor and minorities (i.e., housing, legal assistance, special educational programs, political education, community groups and community centers, neighborhood associations, assistance for mentally and physically handicapped, community health centers.) No grants to individuals or for religious purposes. Rural focus: Human and/or social service programs in rural areas. Example: grant for a study to facilitate major medical group practices in opening primary care satellite clinics in rural or low-income areas. Geographic area: Priority consideration to the seven-county twin-city metropolitan area with secondary interest in the rural areas of the State of Minnesota.

Financial data (yr. ending 12/31/76): Assets: $9,679,214; Grants: $5,084,228; Range: 107 grants; low: $250; high: $645,000; median: $20,000. Annual Report: Yes

Code: L

THE MOODY FOUNDATION
704 Moody National Bank Building
Galveston, Texas 77550

Phone: (713) 763-5333

Contact: Robert E. Baker, Executive Administrator

Primary interests: Education (library improvements, innovative programming, curriculum change and educational reform, endowment of professorships, undergraduate scholarships for the needy); Health (new treatment modalities; service delivery; public education); Physical, Life and Social Sciences (acquiring and disseminating increased scientific knowledge; public education on technical matters); Arts, Humanities, Religion (visual and performing arts programs; audience participation; literary works; cultural heritage; historic preservation); Community and Social Services (rehabilitation; community development and human relief; residential care for dependent youth; special population groups like aging, mentally ill, etc.). Support also for construction of facilities and purchase of equipment in each category. Rural focus: Helps rural communities identify problems or work to solve those already identified, by providing financial and technical assistance that can stimulate indigenous community leadership and self-help capabilities. Funds numerous programs/projects in rural communities to enrich and improve educational programs (e.g., library construction, community colleges support); enhance cultural environment (e.g., encourage urban fine arts organizations to extend programming to rural areas); improve health care programs (e.g., health facilities construction); strengthen local outreach efforts in delivery of services to disadvantaged (e.g., dependent children's residential care facility construction); foster economic development and community

(THE MOODY FOUNDATION Cont'd.)

improvement (e.g., day care program for elderly which brings them supplementary income). Geographic area: Grants limited to State of Texas.

Financial data (yr. ending 12/31/76): Assets: $170,195,746; Grants: $2,653,882; Range: 73 grants; low: $325; high: $222,678; median: $18,000. Annual Report: Yes

Code: L

CHARLES STEWART MOTT FOUNDATION
Mott Foundation Building
Flint, Michigan 48502

Phone: (313) 238-5651

Contact: Marilyn Stein, Director of Communications

Primary interests: Programs fostering community self-improvement through education, citizen involvement, and community leadership and development processes. Specific interests include: expression of individuality; citizen participation; community and individual volunteerism; ways to restore sense of belonging to society; community identity and stability; community development, improvement and renewal; efficient allocation and delivery of resources; leadership development and practice. A pioneer in the concept of "community education". Prefers to provide seed money for "demonstration" projects. Generally, no grants for buildings, research, and endowments. Rural focus: Funds have been directed very recently to several programs within its areas of interest that benefit rural organizations or populations. Examples: community education grant to Tuskegee University, Alabama, to enable members of community education advisory councils in 3 Alabama counties to organize, identify problems and work toward combining existing resources to solve them; support for the Cooperative Assistance Fund, which makes program-related investments to improve economic health of disadvantaged communities and enterprises, many of them rural. Geographic area: Fifty-percent of its grants have traditionally gone to the Flint/Genesee County area, 8% to other areas in Michigan; remainder outside Michigan to mostly urban areas. Rural focus thus far in the South.

Financial data (yr. ending 12/31/76): Assets: $462,494,873; Grants: $11,706,396; Range: 174 grants; low: $688; high: $510,433; median: $35,410. Annual Report: Yes

Code: N

NEW HAMPSHIRE CHARITABLE FUND
One South Street
P.O. Box 1335 Phone: (603) 225-6641
Concord, New Hampshire 03301

Contact: Major W. Wheelock, Executive Director

Primary interests: Grants in arts and humanities; education; environment; health care; organization of philanthropic activities; social services; youth services. Also operates several revolving loan funds for: acquisition of environmentally desirable land; health programs; historic preservation; human services; scholarships. Operates a Charitable Organizations Information Service that provides technical services to four affiliated private foundations and an advisory service (including a Management Institute) to non-profit agencies in the State.
Rural focus: Has supported numerous projects and programs in all areas of interest in rural communities. Examples: archival organization project; day care program; community education and assistance program for solid waste management; inauguration of homemaker/home health aide program for several rural counties.
Geographic area: Grants limited to State of New Hampshire; rural grants have been scattered throughout State.

Financial data (yr. ending 12/31/77): Assets: $5,061,543; Grants: $443, 930 (includes loans); Range: 116 grant and loan payments to 94 organizations and institutions; low: $25; high: $43,000 (loan); median: $1,000. Annual Report: Yes

Code: L

THE NEW WORLD FOUNDATION
100 East 85th Street Phone: (212) 249-1023
New York, New York 10028

Contact: David Ramage, Jr.,
Executive Director

Primary interests: Promoting educational development and other programs for children and youth; equal rights and opportunities for all people. New categories of interest: community health; community development/citizen initiative. No grants for endowment, building fund campaigns or capital investments, support of general operating budgets; to individuals or institutions that discriminate on basis of race, color, or creed.
Rural focus: Has funded programs focusing on community economic and social development in rural areas; training and technical assistance for Appalachian residents to help them solve problems of health services delivery, black lung, participation in various entitlement programs, etc.; comprehensive child care services for rural areas; development of interracial organizing strategies in rural areas of the South. Geographic area: Approximately 1/3 of grants made nationwide; 2/3 for projects in southern and eastern areas. Rural focus has been in Appalachia.

Financial data (yr. ending 9/30/77): Assets: $15,346,185; Grants: (authorized for payment): $951,280; Range: 53 grants authorized; low: $2,000; high: $75,000; median: $15,000. Annual Report: No - biennial.

Code: N

THE SAMUEL ROBERTS NOBLE FOUNDATION
Route 1
Ardmore, Oklahoma 73401

Phone: (415) 223-5810

Contact: John R. March, President

Primary interests: Conducts its own program in basic biomedical research; provides consultation service in agriculture for area farmers and ranchers; conducts research/demonstration projects on three farms. Makes a few grants, mostly locally, in fields of health care, education, civic improvement. Rural focus: Provides free planning and consultation services to farmers and ranchers, by sending them teams of specialists with expertise in soils and fertilizers, crops and pastures, livestock, agricultural economics, horticulture. Also conducts research and demonstration projects on its 3 farms that are typical of most upland and river farms in the area. Enterprises conducted, such as cow-calf and stocker programs, small grain and legume research, forage production and utilization by livestock; pecans, peaches, etc., are similar to those of many farms in southern Oklahoma and northern Texas. Geographic area: South central Oklahoma; some grants outside state.

Financial data (yr. ending 10/31/76): Assets: $86,444,846; Grants: $1,513,000 (excludes $30,950 for college scholarships); Range: 39 grants; low: $50; high: $800,000; median: $5,000. Annual Report: Yes.

Code: L

NORMAN FOUNDATION, INC.
730 Fifth Avenue, Suite 2001
New York, New York 1009

Phone: (212) 582-7590

Contact: Judy A. Austermiller,
Program Director

Primary interests: Projects of a national scope promoting civil rights and liberties; revitalizing communities through organizing, planning, and community development activities; seeking to reform the roles of economic institutions; providing alternative approaches to or challenging the traditional practices or policies of education, health and welfare institutions. No support provided for operating or building funds; research, conferences or films; purely local projects without national implications. Rural focus: Particular emphasis on funding rural projects related to civil rights; community/economic development. Geographic area: Makes grants nationwide; rural focus has been in Appalachia and the South. Some grants to rural areas elsewhere in the nation.

Financial data (yr. ending 12/31/76): Assets: $6,890,281; Grants: $360,995; Range: 82 grants; low: $100; high: $46,500; median: $2,500. Annual Report: No - Triennial.

Code: N

NORTH DAKOTA COMMUNITY FOUNDATION
P.O. Box 885
Casselton State Bank Building
Casselton, North Dakota 58012
Phone: (701) 347-4647

Contact: William L. Guy, Executive Director

Primary interests: To strengthen local communities while improving opportunities and the quality of life for people in the state by making grants to charitable, educational, arts, scientific and health organizations. During the foundation's first round of funding in 1977, grants were awarded to organizations concerned with: youth and elderly (50%); historic preservation (13%); education (10%); arts (10%); health (7%); volunteers (7%); others (3%). Rural focus: In the first round of funding, approximately two-thirds of the grants were made to organizations located in rural communities. In every area except the arts, at least half of the grants went to organizations in rural communities; emphasis was on groups serving the rural elderly. Geographic area: Grants limited to organizations located in North Dakota or those providing service to the state from areas immediately contiguous to North Dakota.

Financial data (yr. ending 12/31/77): Assets: Not available; Grants: $20,000 (the only amount available for dispersement); Range: 29 grants; low; $300; high: $1,850; median: $575. Annual Report: Yes

Code: L

NORTHWEST AREA FOUNDATION
West 975 First National Bank Building
St. Paul, Minnesota 55101
Phone: (612) 224-9635

Contact: John D. Taylor, Executive Director

Primary interests: Education; arts and humanities; environmental and physical sciences; human services; medical science and health; social sciences. Prefers to make grants for research, experimentation and demonstration projects which promise significant impact but for which there is not general support. May concentrate grants in a particular field for a year or longer when critical needs and lack of interest and support from other sources seem to warrant particular emphasis there. No grants to individuals; for scholarships, fellowships, endowment or capital fund campaigns; lobbying activities; religious concerns. Rural focus: Has made limited number of grants, in virtually all areas of interest, for projects or programs benefiting rural people. Examples: has funded cable television community education project to reach isolated residents of two Indian reservations; a regional arts council providing coordination for activities of artists, arts groups, arts councils in 21-county region; an Oregon land use project that is assisting in the implementation of state legislation to protect rural farming areas and timberlands from urban sprawl; an experimental Indian-owned cooperative farm project; continuing education and training programs for doctors and allied health care personnel practicing in rural areas. Geographic area: grants limited to Minnesota, Iowa, North Dakota, South Dakota,

(NORTHWEST AREA FOUNDATION Cont'd.)

Montana, Idaho, Oregon, Washington. Rural grants concentrated in Minnesota and bordering States.

Financial data (yr. ending 2/28/77): Assets: $109,871,191; Grants: $4,790,166; Range: 148 grants; low: $100; high: $266,604; median: $22,000. Annual Report: Yes

Code: R

OREGON COMMUNITY FOUNDATION
1110 Yeon Building
Portland, Oregon 97204
Phone: (503) 227-6846

Contact: Edward W. Look, Executive Director

Primary interests: Culture (including libraries, museums, groups devoted to the arts including crafts, music or theatre); education (including preschool through adult education); medicine and research (hospitals, clinics, medical research organizations); social welfare and civic service (full spectrum of these needs of the state-wide community). Rural focus: Limited, but has included grants to organizations in small towns or rural communities for programs in its categories of interest. Example: grant to Columbia River Maritime Museum, Astoria, for completion of a new structure; grant to hospital in Prineville for general renovation. Geographic area: Limited to state of Oregon; largest number of grants go to Portland area but rural grants have been scattered throughout the state.

Financial data (yr. ending 5/31/77): Assets: $7,751,847; Grants (approved): $471,330; Range: 108 grants approved; low: $50; high: $75,000; median: $2,000. Annual Report: Yes.

Code: L

THE M.G. AND JOHNNYE D. PERRY FOUNDATION
P.O. Box 466
Robstown, Texas 78380
Phone: (512) 387-2911

Contact: Thomas F. Priestly, Trustee

Primary interests: Conducts its own programs in agricultural and economic research and education to acquire more economical methods concerning agricultural production, with recent attention toward marketing aspect of agricultural products. Rural focus: Research benefits small farmers of rural Texas, in addition to stockmen and ranchers. Conducts experiments and demonstration projects on own facilities, which include feed mill for grinding and mixing desired feed ingredients; 268 acres of land designated for research in new varieties of forage crops, grains, etc. Geographic area: Program limited to south Texas.

(THE M.G. AND JOHNNYE D. PERRY FOUNDATION Cont'd.)

Financial data (yr. ending 12/31/76): Assets: $2,588,056; Grants: $36,683 (includes student loans); Range: 23 grants; low: $100; high: $4,094; median: $800. Annual Report: Yes.

Code: L

PUBLIC WELFARE FOUNDATION
2600 Virginia Avenue, N.W.
Washington, D.C. 20037
Phone: (202) 965-1800

Contact: C. Glenn Ihrig, Executive Director

Primary interests: Child welfare and youth agencies; the elderly; health services; family planning; environment and conservation; community and economic development. Grants primarily to grass roots organizations that need funds to "bridge the gap" to more permanent funding from other sources. No grants to individuals or for religious purposes, building funds or capital improvements, direct scholarships, conferences, meetings, seminars, or research. Rural focus: Has supported numerous programs in rural areas focusing on community, social, and economic development; health care delivery; preschool and primary education. Geographic area: Nationwide.

Financial data (yr. ending 10/31/77): Assets: $42,438,806; Grants: $1,499,720 (approved); Range: 163 grants; low: $800; high: $30,000; median: $6,000. Annual Report: Yes

Code: N

Z. SMITH REYNOLDS FOUNDATION, INC.
1225 Wachovia Building
Winston-Salem, North Carolina 27101
Phone: (919) 725-7541

Contact: Dr. Dale H. Gramley, Executive Director

Primary interests: Education (colleges, universities, public school programs); health care (hospitals, public health programs); recreational facilities; cultural activities (including museums, libraries, historic preservation pro-jects). Other interests: rehabilitation, conservancy, youth and child care. Will support construction projects "where new or renovated facilities are important to program or service operation." No grants to individuals. Rural focus: Funds programs in virtually all of its areas of interest that benefit rural people. Examples: grants have supported: demonstration program using mobile trailers to bring dental services to underserved rural areas; establishment of satellite community health clinics to serve rural populations; establishment of nature science museums and public libraries in rural areas; consortium of public schools, hospitals, local governments working together to upgrade resources in their rural six-county region. Geographic area: Grants limited to North Carolina.

(Z. SMITH REYNOLDS FOUNDATION, INC. Cont'd.)

Financial data: (yr. ending 12/31/77): Assets: $84,059,533; Grants: $1,953,348 (authorized); Range: 47 authorized; low: $2,500; high: $620,000; median: $10,000. Annual Report: Yes

Code: L

SID W. RICHARDSON FOUNDATION
2103 Fort Worth National Bank Building Phone: (817) 336-0494
Fort Worth, Texas 76102

Contact: Mr. Valleau Wilkie, Jr.,
Executive Vice-President

Primary interests: Education; health; arts and humanities; community and social projects. No grants to individuals. Rural focus: Has made grants in all areas of interest for programs in rural communities. Emphasis has been on rural health (e.g. construction of medical clinic; support for a rural health field service program); rural community and social programs (e.g. library construction; playground construction; renovation of historical building). Geographic area: Grants limited to state of Texas.

Financial data (yr. ending 12/31/77): Assets: $74,316,380; Grants: $4,316,690; Range: 110 grants; low: $500; high: $250,000; median: $20,000. Annual Report: Yes

Code: L

ROCKEFELLER BROTHERS FUND, INC.
30 Rockefeller Plaza Phone: (212) 247-8135
New York, New York 10020

Contact: Russell A. Phillips, Jr., Secretary

Primary interests: National program emphases: economic opportunity and development ; environmental integrity; equal rights; civic and cultural values (including education, arts, values, communications). Also conducts a New York City program (public education, human services, arts and culture), and an International program (assistance for countries of Africa, Asia, Latin America). No grants to individuals, or for support of research, graduate study, writing of books or dissertations by individuals. Rural focus: Has supported model programs of economic development in low-income rural communities. Programs supported have focused on agricultural land ownership development; technical, managerial, and financial assistance to agricultural cooperatives, community development groups and other local community organizations; rural policy development research. Future directions under review. Geographic area: National program makes grants anywhere in the U.S. Rural programs have been focused primarily in south and southwest; likely to be limited to national rural programs in the future.

(ROCKEFELLER BROTHERS FUND, INC. Cont'd.)

Financial data (yr. ending 12/31/77): Assets: $182,391,632; Grants: $16,969,528; Range: 280 grants; low: $3,500; high: $375,000; median: approximately $25,000.
Annual Report: Yes.

Code: N

THE ROCKEFELLER FOUNDATION
1133 Avenue of the Americas
New York, New York 10036

Phone: (212) 869-8500

Contact: Dr. Laurence D. Stifel, Secretary

Primary interests: Supports projects or programs in 5 major areas: conquest of hunger; population and health; resolution of conflict in international relations; equal opportunity for all; arts, humanities, and contemporary values. Over one-half of total annual expenditures are related to work in the international sphere, specifically within the less-developed countries where its programs in higher education for development, conquest of hunger, and population and health, are centered. Makes grants primarily to universities, research institutes, and other qualified agencies conducting work within the scope of its programs; provides opportunities for graduate education through extensive program of fellowship awards. No grants for cures or inventions; for establishment, building, or operating of local hospitals, churches, schools, libraries, or welfare agencies. Rural focus: As part of the equal opportunity program, conducts a "Special Program for the Southeast United States" that supports projects "designed to improve minority group participation in the region's development, with particular emphasis on problems of blacks in rural areas and small towns of the Southeast." Grants have been awarded primarily to black colleges and universities, cooperative and community development institutions and organizations for development or expansion of outreach programs of technical assistance, training to meet needs of low-income rural minorities and their communities. Many programs supported are providing assistance for community development planning activities in rural areas; upgrading and strengthening small, rural community-based cooperatives and other self-help organizations. Geographic area: Makes grants nationwide; rural grants focused in Southeast United States.

Financial data (yr. ending 12/31/76): Assets: $860,901,104; Grants: $42,780,351 (amount approved for grants and programs operated); Range: Over 380 grants approved, plus approximately 180 fellowships, study awards, research awards, etc. Of the 380 grants, low: $500; high: $2,200,000; 70% were $50,000 or under; 98% under $400,000. Annual Report: Yes

Code: N

WINTHROP ROCKEFELLER FOUNDATION
308 East Eighth Street
Little Rock, Arkansas 72202
Phone: (501) 376-6854

Contact: Thomas C. McRae, President

Primary interests: Projects which (a) improve the administrative capability of service delivery of existing institutions, (b) increase the participation of people, particularly low-income and disadvantaged, in the decision-making process, and (c) achieve more productive resource development and use. Rural focus: Is making a substantial rural community development effort to improve the quality of life and level of income of rural residents. Initial efforts are aimed at increasing agricultural production and off-farm income of limited resource farmers and rural residents. Other areas of interest include rural community education programs, improved delivery of rural health services and management/development in county government. In all its grants, it emphasizes creative change and innovative approaches to solving problems and taking advantage of opportunities. Examples: contributes to a "Rural Development Discretionary Fund" to provide seed funds for organizations that wish to operate community based economic development projects; grant to the National Community Education Association to develop a model for community education which will use local school districts as catalysts to sustain and develop the quality of life in rural Arkansas. Geographic area: Grants limited to Arkansas organizations or projects which benefit Arkansas.

Financial data (yr. ending 12/31/77): Assets: $9,236,871; Grants: $486,015 (excluding $47,292 in scholarships); Range: 19 grants; low: $500; high: $100,000; median (1976): $14,000. Annual Report: Yes

Code: L

ROSENBERG FOUNDATION
210 Post Street
San Francisco, California 94108
Phone: (415) 471-3105

Contact: Kirke Wilson, Executive Director

Primary interests: Programs in early childhood development that encourage the normal, healthy development of young children as individuals and as members of a diverse society; innovative activities that adolescents and older youth plan and carry out to strengthen their relationship with the community; programs to enhance the quality of life for children and their families in rural areas of California. Within these categories, prefers to fund those projects which have greatest potential as either a model, source of permanent institutional reform, or contribution to public social policy related to children and youth. No basic support provided for child care centers or nursery schools; no matching funds for federal grants; no grants to individuals, for construction, scholarships, operating expenses of ongoing programs. Rural focus: To improve quality of life in rural areas through stimulation of governmental responsibility and modification of public policy. In keeping with these goals has supported programs to improve physical facilities and social services in rural

(ROSENBERG FOUNDATION Cont'd.)

communities and expand citizen participation in them (e.g., water and sewer systems; governmental nutrition programs for school children; health education programs at local clinics); projects to provide educational or training opportunities for rural youth and adults (e.g., rural policy development conference). Support has also been provided for a research/public education/ litigation project to increase land ownership opportunities for farm workers and the rural poor; a solar energy home heating/cooling demonstration project in a rural community. Geographic area: Grants limited to State of California.

Financial data (yr. ending 12/31/77): Assets: $15,026,314; Grants: $699,010 (approved); Range: 39 grants approved; low: $2,500; high: $50,000; median: $12,500. Annual Report: Yes

Code: L

THE SHALAN FOUNDATION
2749 Hyde Street Phone: (415) 673-8660
San Francisco, California 94109

Contact: Drummond Pike, Executive Director

Primary interests: Supports groups exploring and advocating basic structural changes in the U.S. economic system to make that system more compatible with social justice and sound ecological principles. Recent grants in categories of financial reform; worker health and safety; energy; land; food; community organizing. Rural focus: Has supported numerous projects involving activities such as research, public education, community organizing, advocacy on significant rural development issues in various areas. Major issues of recent interest have been: economic, cultural, environmental impact of energy resource development in rural areas; land preservation, ownership, particularly with regard to agricultural usage; agribusiness accountability. Geographic area: Prefers to make grants in the western U.S.; in the last few years rural grants concentrated there.

Financial data (yr. ending 9/30/77): Assets: $536,693; Grants: $559,500 (includes program related investments); Range: 25 grants; low: $3,500; high: $15,000; median: $10,000. Annual Report: Yes.

Code: R

SOUTHERN EDUCATION FOUNDATION, INCORPORATED
811 Cypress Street, N.E. Phone: (404) 881-0875
Atlanta, Georgia 30308

Contact: Eldridge W. McMillan, Executive Director

Primary interests: Advancement of education for Blacks in the South. Grants for black colleges; general higher education; day care; black studies; school improvement projects; regional and national groups concerned with programs attendant to school desegregation. Also operates various programs concerned with desegregation of state systems of higher education. Rural focus: Current grant support not directed specifically to rural educational projects and programs (except in field of day care), but has historically been committed to education of rural blacks in South. Geographic area: The South.

Financial data (yr. ending 3/31/76): Assets: $6,655,516; Grants: $274,573 (authorized); Range: 50 grants authorized; low: $250; high: $50,000; median: $1,740. Annual Report: Yes

Code: R

THE STEELE-REESE FOUNDATION
c/o Davidson, Dawson & Clark
345 Madison Avenue
New York, New York 10017

Contact: William T. Buice, III, Trustee

Additional Offices: William H. Suters, Jr.
Director for Appalachia
115 Meadowlark Avenue
Berea, Kentucky 40403

Lydia Schofield
Director for Idaho
P.O. Box 922
Salmon, Idaho 83467

Primary interests: Grants to operating charities in the areas of health (30%); education (30%); welfare (30%); humanities (10%). No grants to individuals; virtually none for research; few for construction. Tends to favor projects which have more direct effect on people served than the nation as a whole. Rural focus: Private colleges, health care service and welfare organizations in the southern Appalachian and Idaho areas. Geographic area: Grants limited to Southern Appalachia and Idaho and contiguous states.

Financial data (yr. ending 8/31/76): Assets: $10,161,360; Grants: $524,801; Range: 17 grants; low: $10,000; high: $76,473; median: $25,000. Annual Report: No

Code: R

STERN FUND
21 East 40th Street
New York, New York 10016
Phone: (212) 532-0617

Contact: David R. Hunter, Executive Director

Primary interests: Supports efforts to effect appropriate institutional development or change; to develop new ways of life and work; to redress the imbalances and inequities of American life; to defend existing civil liberties and rights. Recent grants in two broad categories: (1) public interest research and advocacy (including education and research projects concerned with issues such as social and political responsiveness, consumer protection, corporate accountability, alternative economic and social lifestyles, land ownership, etc.) and (2) community organization-public affairs (including community service and youth-directed organizations concerned with citizen participation, citizens' rights, environmental policy, and government accountability). Funds innovative, experimental, often controversial projects. Rural focus: Has made limited number of grants to specifically rural programs or projects. Examples: an adult research/ education/training center in central Appalachia that is helping area residents improve conditions of life in their communities; a research project on how rural communities and groups can establish cooperative or community-owned enterprises. In addition, some projects that have been funded concern broad issues that have components particularly significant to rural areas. Example: Supports the Environmental Policy Institute, which is working to ensure that energy resource development in several fields, including strip-mining, is ecologically sound and not exploitive; supports the work of the Farallones Institute, which has both an urban and a rural location to conduct research and education programs in Appropriate Technology. Geographic area: Nationwide.

Financial data (yr. ending 12/31/76): Assets: $3,278,105; Grants: $656,255; Range: 37 grants; low: $1,000; high: $34,255; median: $20,000. Annual Report: No; grants list available.

Code: N

LEVI STRAUSS FOUNDATION
2 Embarcadero Center
San Francisco, California 94106
Phone: (415) 554-6579

Contact: James E. Marshall, Program Officer
Louis P. Buhler, Grants Manager

Primary interests: Education (colleges, scholarships, child development programs, special education programs); human resources (development of social, vocational, and recreation opportunities to meet local needs in communities); health (elderly/poor nutrition programs; outreach clinics); cultural and civic projects (community fine arts, environmental and community development programs). Special interest in providing seed money and matching funds on a non-recurring basis. Rural focus: Grants have been made to rural communities and organizations for such things as purchase of fire and emergency service equipment; playground

(LEVI STRAUSS FOUNDATION Cont'd.)

equipment for community recreation; speech rehabilitation communications equipment; to provide for placement and maintenance of a student health team in rural areas of a state; to establish a pilot family home day care system in rural community to be used as a possible model for other rural communities as an extension and alternative to center day care. Geographic area: Priority is given to requests emanating from or affecting communities where Levi Strauss company has facilities. Rural focus has been in Georgia, Tennessee, North Carolina, Texas, Arkansas. Other grants to: California, Kentucky, New Mexico, Virginia, South Carolina, Washington, D.C.

Financial data (yr. ending 12/31/77): Assets: $6,737,723; Grants: $1,462,371; Range: 275 grants; low: $100; high: $89,000; median: $5,000. Annual Report: Yes

Code: R

IV. HOW TO IDENTIFY AND APPROACH SUITABLE FOUNDATIONS

I. Introduction

There are some 26,000 foundations in the United States today which together contribute about $2 billion every year to various philanthropic activities. Although this total is small in comparison to annual federal government outlays, it represents a significant source of funding for many private organizations and institutions active primarily in the areas of religion, health, education, social welfare, and the arts and humanities. Because foundations can be more flexible in administering their programs and can respond more readily to changing priorities than the federal government, they have become an increasingly attractive source of funds for programs in other areas as well, such as community and economic development. A growing demand for foundation grant funds in the last decade, coupled with their limited capacity to meet these demands, has created competition for these grants that is every bit as keen as that for federal funds.

While there are no magic formulas that can guarantee a grant-seeker absolute success in obtaining a foundation grant for rural development projects or programs, there are some basic procedures that can be followed to make the fund-raising process easier and improve the chances for successful grantsmanship. The purposes of this section are to provide perspective on foundations as private sector funding sources for rural development by explaining how to identify suitable foundations and approach them for funds, and by describing the basic informational resources that are useful in researching foundations.

II. How To Identify the Most Suitable Foundation(s)

Before you send a proposal to any foundation, probably the most important rule to keep in mind is: DO EXTENSIVE HOMEWORK. Although this may take a considerable amount of time and energy, it will pay off in the long run to know as much about a foundation as possible before submitting a proposal for funding. "Shot-gunning" proposals to every foundation you've ever heard of wastes your time and does not bring results.

The basic information you should know about a foundation before submitting a proposal includes:

A. What type it is:

There are many ways to classify foundations, but the following five categories are the most commonly used:

(1) General purpose: This type includes most of the larger, better known ones which operate with a large staff and give funds in a variety of areas. Examples are the Ford Foundation and Kellogg Foundation. If you have large capital needs that cannot be met by governmental assistance, these kinds of foundations are your best bet. It is, however, often difficult to break into their funding pattern.

(2) Special purpose: This type restricts giving to a specific area of need, institution, cause or geographic area. The Robert Wood Johnson Foundation, which makes grants only in the areas of health, is an example.

(3) Corporate/company: This type channels the philanthropic activities of a corporation. General Mills Foundation is one of these. They often limit their giving to locations in which the corporation or company has facilities.

(4) Family: This type is typically set up by a living person or persons to serve as the vehicle for their charitable giving. Generally, they are initially small and function under the voluntary direction of family members. An example is the Florence and John Schumann Foundation. Family foundations often evolve into general purpose types when family dominance wanes, non-family trustees become involved, and a professional staff is employed to manage the foundation.

(5) Community: This type has multiple donor sources, such as numerous small, individual trust funds, and restricts giving to areas of social welfare, civic improvement and cultural affairs to benefit local or regional community life. The North Dakota Community Foundation is an example.

B. Its scope of interest.

The distribution of foundation support in broad general areas has remained fairly consistent despite their continually changing program interests and activities. According to the 1977 Foundation Grants Index, foundation grants of $5,000 and over (made by over 340 foundations) were distributed in the following fields of activity: Education (26%); Health (22%); Sciences (17%); Welfare (13%); Humanities (9%); International Activities (11%); and Religion (2%). Some areas in which foundations are not involved, such as housing and transportation, are areas which already receive considerable governmental attention.

Many foundations set particular program priorities as well in the chosen areas of their giving, and it is vital to know whether or not your proposal's objectives are consistent with one or more of these priorities.

It is important to note, however, that a foundation does not have to list "rural development" or rural anything to be a possible grantor of funds for a rural project or program. Foundations that make grants in areas such as community facilities, social services, education, etc. are often receptive to novel approaches, new ideas, different circumstances and special needs that are often presented to them by rural people. Unless you have specific information (from a reliable source) to the contrary, don't assume that a foundation won't fund a rural program consistent with its objectives just because it never has done so.

C. The types of organizations it funds.

Most foundations can give only to organizations with IRS tax-exempt status. Some have restrictions as well on the particular type of organization -- academic institutions, hospitals, etc. -- which they will fund.

Although most foundations support well-established organizations, some support new initiatives, i.e. seed money, at existing or newly-created institutions. Still other foundations have an ideological preference, some being politically conservative and others progressive.

D. Geographic restrictions or preferences for grant-making.

A national foundation has no geographic restrictions and will make grants anywhere, although it is usually looking for proposals which will have "demonstration" or national impact potential -- either those with transferable value or an intrinsic value to society from which others will benefit. Some of these foundations may have geographic preferences such as Appalachia or the Southwest. Regional or local foundations, on the other hand, usually restrict their giving to a particular community, state, or region in the country, and are more likely to fund a proposal whose major objective is to benefit an organization or population in that particular area.

In identifying potential sources of funds for rural projects or programs, you should not limit the search to the larger or national foundations. They receive a disproportionately large share of applications, and can fund only a small percentage of them. Local or smaller foundations may be more flexible in their attention to a good proposal which does not exactly fit all their funding criteria. Moreover, if you can obtain some commitment for support from local foundations, it may be easier to leverage a package of assistance from other foundations, since interest in your project has been demonstrated.

E. Whether it targets its funds to benefit a specific population.

This is particularly helpful to know if your proposal involves a particular population group, such as the aged, handicapped, or members of a minority. For instance, the Donner Foundation favors projects sponsored by Native American organizations.

F. Its limitations or restrictions on the types of projects/program activities it funds, and the dollar amount of its grants.

A foundation's grant-making pattern is perhaps the single most important information to have. Some foundations, known as operating foundations, seldom make grants, but instead use most of their income to run their own programs or support their own institutions. Most foundations, however, do make grants for either general purposes, special projects, capital expenditures or research. As a practical matter a given foundation may limit the types of grants it makes to any one or combination of the above-listed purposes. Most foundations also have a certain range within which they make their grants. For example, some may not make grants over $10,000, in which case it would probably be a waste of time to submit a single proposal having a $100,000 budget.

G. Application deadlines and/or special procedures.

Knowing when a foundation's board meets to review grant proposals, the length of time between submission of an application and announcement of awards, and what particular format, if any, it prefers for proposals is important. Most of the larger foundations will have a staff and thus will have more systematic procedures for receiving and reviewing proposals.

There are two additional points to keep in mind as you research foundations to identify those most likely to fund your project or program.

First, you should try to obtain the most current information available on a foundation. Such things as name and address, staff members, assets (and thus, funds available for grants), and program priorities can change from one year to the next. While it might be interesting to know that a foundation funded five cooperatives in 1973, this would not be a good basis for judging what its current priorities are.

Secondly, you should make sure you obtain the most comprehensive information about a foundation before deciding whether to submit a proposal to it. Although knowledge about any one foundation characteristic mentioned above might enable you to eliminate the foundation as a likely funding source, you should be careful not to use any one piece of knowledge as the sole basis for submitting a proposal. For example, your proposal might be consistent with two of the foundation's current program priorities, but it may require more funds than the foundation has ever awarded in one grant. Or, perhaps both the program purpose and grant size requested are consistent with foundation priorities and policies, but it gives 99% of its funds to colleges and universities -- and your organization is a private day care center. In any case, you can avoid unnecessary frustration by doing your homework thoroughly before approaching a foundation.

III. Where to Find Information on Foundations

Researching foundations to identify those which are most likely to fund your proposal is a time-consuming and challenging task but not an impossible one. There are a number of valuable resources available which provide a wealth of information on foundations.

Probably the most abundant and reliable information on foundations is gathered and disseminated by The Foundation Center. This is an independent, nonprofit organization established in 1956 and supported by foundation grants, which collects factual information on foundations and makes it available free or at low cost to the public. Its three national reference centers in New York City, Washington, D.C., and Chicago, Illinois maintain standard reference books and guides relating to the foundation field; foundation annual reports in printed form and on film; and copies of all foundation IRS returns. In addition, there are numerous regional collections, housed in public, academic or foundation libraries throughout the country, which concentrate on maintaining foundation records, reports, and information relevant to the area of geographic coverage. The addresses of the national and regional collections are printed on page 42 of this Directory. Users should telephone individual libraries for a current schedule of hours.

Following is a descriptive list of some of the major sources for foundation information. All of these can be consulted free of charge at the Foundation Center's national or regional collections. For those which can also be purchased directly by individuals or organizations, order and price information is included.

FOUNDATION DIRECTORY EDITION 6. Columbia University Press, 136 South Broadway, Irvington, New York, 10533. 1976. $35.00 plus $1.00 postage and handling.

Lists 2,818 foundations that have at least $1 million in assets or have awarded $100,000 or more in grants during the year of record. These foundations account for about 90% of foundation assets and 80% of the grants awarded by U.S. foundations. Includes the following facts about each foundation: name and address; phone number; type of foundation; date and place of incorporation; donor(s); purpose and activities; financial data (assets, gifts received, expenditures, total grants made, high and low grant); officers (including name of person to write for more information); whether or not annual report published; grant application procedures and frequency of board meetings.

The four indexes include: foundations by state and city; donors, trustees, and administrators; foundations; fields of interest.

FOUNDATION GRANTS INDEX 1977. The Columbia University Press, 136 South Broadway, Irvington, New York 10533. 1977. Annual. $20.00 plus $1.00 postage and handling.

Annual accumulation of the grant information and the recipient and key word subject indexes appearing in Foundation News (see following), plus 3,000 additional grants reported to the Foundation Center at year's end.

Provides detailed summaries of over 14,000 grants of $5,000 or more made by more than 340 major foundations, cross referenced by subject, key words and phrases, recipients, and foundations. Information about each grant includes: amount awarded, recipient name and location, grant authorization data, grant description.

FOUNDATION GRANTS INDEX - BIMONTHLY EDITION, published in Foundation News, by Council on Foundations, Inc., Box 783, Old Chelsea Station, New York, New York 10011. $20 annual subscription rate for Foundation News.

Published as a removable center section of the magazine. Gives currently reported foundation grants of $5,000 or more with recipient and key-word subject indexes. Each grant-listing includes same information as in the annual volume (see above). An average bi-monthly index lists more than 1,600 grant awards, totaling about $100 million.

COMSEARCH PRINTOUTS. 1977. The Foundation Center, 888 Seventh Avenue, New York, New York 10019. Available as microfiche - $3 per subject prepaid; and paper printout - $11 per subject prepaid. (List of subjects available on request from Foundation Center).

Computer printouts in 57 subject areas listing 1977 grants by more than 340 major foundations. Wide-ranging list of categories includes fields within the arts, sciences, and humanities. Under each foundation name in each subject category are listed all of the grants made in that area by the foundation. Grant listings include recipient names and locations, and amount, date, and description of the activity funded.

FOUNDATION CENTER SOURCEBOOK PROFILES 1977-78. The Foundation Center, 888 Seventh Avenue, New York, New York 10019. $150 Annual Subscription.

Provides analytical profiles each month of 40 foundations that have an annual giving over $200,000 per year and make grants on a national or regional basis. Each profile includes detailed, factual breakdown of each foundation's giving by subject area, grant type, and grant recipient type. Descriptions also contain basic information (address, contact, current financial data, officers, staff, history, foundation publications.) Three indexes cumulated monthly include: subject, types of support awarded, foundation names.

FOUNDATION GRANTS TO INDIVIDUALS. The Foundation Center, 888 Seventh Avenue, New York, New York 10019. $12.00 plus $1.00 postage and handling.

Provides profiles of the programs of more than 1,000 foundations that will make grants to individuals. Contains information on foundation sources of funds primarily for scholarships, fellowships, internships, medical and emergency assistance, residencies and travel grants. Arranged by broad program areas, the book also includes a detailed subject index. Entries include the foundation's address, correspondence contact, assets, grants awarded, portion of the grant total awarded to individuals, the number of individuals receiving grants, application information, and a description of that portion of the foundation's program relating to individuals.

STATE DIRECTORIES OF FOUNDATIONS. See page 45 for current list with order information.

Many of these directories are based on yearly foundation information returns filed with the IRS or on those maintained by the state's Attorney General's Office. Although the depth of information provided varies with each directory, these directories are a particularly valuable source for finding out about the smaller, local-giving foundations which are not covered in any of the national directories.

FOUNDATION ANNUAL REPORTS. Free upon request from individual foundations.

About 400 foundations publish an annual report, usually free upon request. It is usually the best source for the most current and complete information on the foundation, including such facts as address and phone number; officers; objectives and grant application procedures; review of the year's grants with brief descriptions; financial data.

FOUNDATION ANNUAL REPORTS ON MICROFICHE. The Foundation Center, 888 Seventh Avenue, New York, New York 10019. ($2 for individual cards. Special rates for series.)

The Foundation Center reproduces the published annual reports of approximately 350 foundations on microfiche cards. These are available in chronological series or individually by foundation name.

THE FOUNDATION CENTER ASSOCIATES PROGRAM. $200 Annual Fee for individuals and organizations. The Foundation Center; Associates Program; Department P; 888 Seventh Avenue; New York, New York 10019.

Provides custom services to members including telephone references and weekly taped foundation news summaries via toll-free WATS lines, computer searches of the Center's three foundation data bases, and mail, photocopy and library research services.

ABOUT FOUNDATIONS: HOW TO FIND THE FACTS YOU NEED TO GET A GRANT, By Judith B. Margolin, 1977. Revised edition with 1978 addendum also available. The Foundation Center, 888 Seventh Avenue, New York, New York 10019. $3.00 prepaid.

A guide for use by new and experienced grant-seekers, which covers the fundamentals of researching foundations in a simple, step-by-step approach, and is organized in three sections: (1) foundations by name (if you already know the name, where to get futher information); (2) foundations by subject interest (what to do when you need to know of helpful foundations in your field); (3) foundations by region (how to find out about foundations in your community or region). Tells how to use every tool available from the Foundation Center to accomplish all of the above steps.

FOUNDATION ANNUAL REPORTS: WHAT THEY ARE AND HOW TO USE THEM. Annual. The Foundation Center, 888 Seventh Avenue, New York, New York 10019. $2, or free with the purchase of any series of annual reports on microfiche.

Serves as an index to the foundation annual reports available on microfiche from the Center. Also useful as a guide to the foundations which issue separate annual reports that are publicly available; addresses and frequency of publication are noted.

IRS FORMS 990-AR AND 990-PF. Order individually by foundation on aperture cards (readable on microfiche reader) or paper photocopies; or in complete sets of aperture cards for yearly returns by state, from: Internal Revenue Service Center, P.O. Box 187, Cornwells Heights, Pennsylvania 19020.

These are the information returns that IRS requires of every private foundation with assets of $5,000 or more. The 990-AR includes information in ten general categories, including address, assets, and a complete list of all grants made or approved, with the name and address of each recipient and the amount and purpose of the grant. (The 990-PF is the private foundation equivalent to the 990-A form required from every nonprofit corporation. However, the 990-PF does not provide any additional information to that found on the 990-AR other than the salaries of paid staff and carry-over grants, and does not contain the list of grants found on the 990-AR).

"WHAT MAKES A GOOD PROPOSAL?" AND "WHAT WILL A FOUNDATION LOOK FOR WHEN YOU SUBMIT A GRANT PROPOSAL?" The Foundation Center, 888 Seventh Avenue, New York, New York 10019. Free for up to five copies apiece. For 6 or more copies prepayment of $.10 each, plus $1.00 postage and handling.

Each eight-page pamphlet offers helpful tips on proposal-writing for foundation grants.

OTHER SOURCES OF FOUNDATION INFORMATION

There are numerous foundation publications and information services available from private organizations other than the Foundation Center. It is not possible to provide a complete list of these; several of the better-known publications and services are listed below.

1978 FOUNDATION 500 AND FOUNDATION DATA FILES. Foundation Research Service, Inc.; c/o Douglas M. Lawson Associates, Inc., 39 East 51st Street, New York, New York 10022. FOUNDATION 500 is $34.50 plus $1.50 postage and handling; DATA FILES are $5.00 each.

FOUNDATION 500 is an annual indexed listing of major grants made in the previous year by 500 top U.S. foundations. It lists grants by 67 subject categories and by the recipient's geographic location. Other indexes list each foundation's assets, dollar amount of grants, number of grants made, and average size of grants.

For more in-depth information on any of these 500 foundations, one may order individual FOUNDATION DATA FILES. Each file provides the foundation's annual report, listing of all foundation-funded organizations, biographical material on the foundation's trustees, and all pertinent current financial data.

GRANTSMANSHIP CENTER NEWS. The Grantsmanship Center, 1015 West Olympic Boulevard, Los Angeles, California 90015. Six issues (1 year), $15.00.

Includes highly readable, informative articles on all aspects of the grant-seeking and grant-making process, in the private sector (foundations and corporations) and public sector (federal, state, and local governments).

GRANTSMANSHIP CENTER NEWS REPRINTS. The Grantsmanship Center, 1015 West Olympic Boulevard, Los Angeles, California 90015. Each reprint listed below is 24 pages; 1-10 copies, $1.55 each; 11-25 copies, $1.40 each; 26-100 copies, $1.25 each; 101 copies or more, $1.15 each.

"Researching Foundations: How to Identify Those That May Support Your Organization" is a compilation of five articles which explains how to use the Foundation Directory, the Foundation Grants Index, 990 annual reports of all foundations and the Foundation Center's Regional Collections, with the address of each collection.

"Researching Foundations, Part II" provides more information on identifying sources of foundation support: a step-by-step explanation of how to research foundations and a complete guide to two sources of foundation information -- state attorneys general's offices and state foundation directories.

"Community Foundations: The Wave of the Future" is a comprehensive article that explains more about what community foundations are and includes a directory of them.

NATIONAL FOUNDATION REPORTER; REGIONAL FOUNDATION REPORTER; NEWS MONITOR OF PHILANTHROPY; TRUSTEES OF WEALTH; TAFT CORPORATE FOUNDATION DIRECTORY. Taft Corporation, 1000 Vermont Avenue, N.W., Washington, D.C. 20005. Cost for complete service: $395. Several of the publications available for separate purchase.

NATIONAL FOUNDATION REPORTER, published annually, provides comprehensive information on major foundations that make grants without regional preference; nine REGIONAL FOUNDATION REPORTERS profile major foundations that make grants in a specific geographic region. Individual reports in each publication contain information on history and policies of the foundation, application procedures, biographies of directories and trustees, giving level, sample grants.

NEWS MONITOR OF PHILANTHROPY is a monthly journal with recent foundation grants data and news of foundation events and activities.

TRUSTEES OF WEALTH gives biographical data on 6,500 philanthropic decision makers from more than 3,000 foundations in the U.S.

TAFT CORPORATE FOUNDATION DIRECTORY contains about 275 reports on the nation's top corporate foundations.

FOUNDATION NEWS. Council on Foundations, Inc., 888 Seventh Avenue, New York, New York 10019. Six issues per year, $20.00.

Contains articles on new developments in foundation program areas as well as the Foundation Grants Index-Bimonthly Edition (see above).

IV. Approaching Foundations

After you have identified those foundation(s) which you think are the most likely funding source(s) for your proposal, the next important consideration is to personalize your proposal. The extent and exact nature of personal contact will depend on the particular foundation, but there are some general guidelines that can be followed.

A. The importance of personal contacts with foundations.

The best way to get in the foundation door is to try to find someone whom you know at the foundation or someone who can introduce you to a person connected with the foundation. This means you should look at the names and biographies of all the people connected with the foundation -- staff, board members and advisors -- to see if you can find someone you or your friends and colleagues know, or someone with whom you have something in common. It may also prove helpful to contact organizations that have been funded in the past by a foundation to which you are considering submitting a proposal. In addition to providing insights into the priorities, staff and other foundation characteristics, one of these groups might be able to help with an introduction by calling the foundation on your behalf. If you can find such a connection, it is usually not hard to get an introduction provided your idea is good, that it falls within the scope of the foundation's interest, and that you make it clear that you do not want your contact to make any special pleas for your project. All you want is an introduction; the project will stand on its own merits.

If you cannot find such a connection, your task is more difficult. If you call the foundation for an appointment, you will usually be told to write a letter or to send a proposal. And, if you send those materials, it is possible that (1) the particular person you sent them to may never read them, and (2) you may get a form reply saying that your project falls outside the scope of the foundation's interest (even if everything you've read about the foundation convinces you that this is not true).

The best way to get in the door, if you don't have an introduction, is to make an appointment by name with the person in the foundation most likely to respond to your ideas. A telephone call to the individual is the best way to proceed. (This may occur either 10 days or two weeks after the letter and proposal describing your project is submitted or before formal application is made.) The call should be made by the executive director of the organization or the head of the program for which funds are being sought.

B. The initial meeting.

The first conversation you have with the foundation is very important. Foundation people, by and large, are intelligent, and they are particularly knowledgeable about the areas of their foundation's interests. You will be asked a lot of tough questions that you should be prepared to answer. You will also want to involve the foundation official in the concept of your program. The best way to do this is to ask for the foundation's officers' assistance and advice. In this initial conversation, you should also be sure to get details on application procedures, deadlines, budget limitations, and any other special requirements.

You should leave this first meeting with a mutual promise to keep in touch, to develop your idea further -- if that is necessary, and to contact any mutually interested people who are suggested in the course of conversation.

C. Following up the initial visit.

After the first meeting, the next thing you should do is write a friendly letter of thanks for the meeting, reiterating briefly where things were left. You should then try to maintain a continuing dialogue. This can be done by pointing out articles or events of mutual interest, and by seeking the foundation official's comments on the development of your program concepts. When the foundation official makes specific suggestions, either incorporate them into your program design -- if the idea has merit -- or explain carefully why they should not be incorporated.

D. What to do while you're waiting for a decision.

Once you have submitted a formal application to the foundation, it may take many months before you receive a definitive response. Be sure to maintain your relationship with your foundation contact. People respond to direct stimulus, and your application may get bogged down if you don't ask about it now and then. Don't be obnoxious about it; most foundation executives tend to be very busy. An occasional jog, however, can be a useful reminder.

E. What happens if you get a rejection.

Remember that most applications for funds are rejected. If you get a rejection, try to find out why. This information will help you with this foundation -- if you decide to reapply -- and with other foundations.

NATIONAL LIBRARIES

The Foundation Center
888 Seventh Avenue
New York, NY 10019

The Foundation Center
1001 Connecticut Avenue, NW
Washington, DC 20036

FIELD OFFICES

The Foundation Center - San Francisco
312 Sutter Street
San Francisco, CA 94108

The Foundation Center - Cleveland
Kent H. Smith Library
739 National City Bank Building
629 Euclid Avenue
Cleveland, OH 44114

NATIONAL COOPERATING COLLECTION

Donors Forum of Chicago
208 South LaSalle Street
Chicago, IL 60604

REGIONAL COOPERATING COLLECTIONS

ALABAMA

Birmingham Public Library
2020 Seventh Avenue, North
Birmingham 35203

Auburn University at Montgomery
Library
Montgomery 36117

ALASKA

University of Alaska, Anchorage
Library
3211 Providence Drive
Anchorage 99504

ARIZONA

Tucson Public Library
Main Library
200 S. Sixth Avenue
Tucson 85701

ARKANSAS

Little Rock Public Library
Reference Department
700 Louisiana Street
Little Rock 72201

CALIFORNIA

University Research Library
Reference Department
University of California
Los Angeles 90024

San Diego Public Library
820 E Street
San Diego 92101

COLORADO

Denver Public Library
Sociology Division
1357 Broadway
Denver 80203

CONNECTICUT

Hartford Public Library
Reference Department
500 Main Street
Hartford 06103

FLORIDA

Jacksonville Public Library
Business, Science, and Industry Dep't.
122 North Ocean Street
Jacksonville 32202

Miami - Dade Public Library
Florida Collection
One Biscayne Boulevard
Miami 33132

GEORGIA

Atlanta Public Library
126 Carnegie Way, NW
Atlanta 30303
(also covers Alabama, Florida,
South Carolina, and Tennessee)

HAWAII

Thomas Hale Hamilton Library
University of Hawaii
Humanities and Social Sciences Division
2550 The Mall
Honolulu 96822

IDAHO

Caldwell Public Library
1010 Dearborn Street
Caldwell 83605

ILLINOIS

Sangamon State University Library
Shepherd Road
Springfield 62708

INDIANA

Indianapolis - Marion County Public
Library
40 East St. Clair Street
Indianapolis 46204

IOWA

Des Moines Public Library
100 Locust Street
Des Moines 50309

KANSAS

Topeka Public Library
Adult Services Department
1515 West Tenth Street
Topeka 66604

KENTUCKY

Louisville Free Public Library
Fourth and York Streets
Louisville 40203

LOUISIANA

New Orleans Public Library
Business and Science Division
219 Loyola Avenue
New Orleans 70140

MAINE

University of Maine at Portland-Gorham
Center for Research and Advanced Study
246 Deering Avenue
Portland 04102

MARYLAND

Enoch Pratt Free Library
Social Science and History Department
400 Cathedral Street
Baltimore 21201
(also covers District of Columbia)

MASSACHUSETTS

Associated Foundation of Greater Boston
294 Washington Street, Suite 501
Boston 02108

Boston Public Library
Copley Square
Boston 02117

MICHIGAN

Henry Ford Centennial Library
15301 Michigan Avenue
Dearborn 48126

Purdy Library
Wayne State University
Detroit 48202

Grand Rapids Public Library
Sociology and Education Department
Library Plaza
Grand Rapids 49502

MINNESOTA

Minneapolis Public Library
Sociology Department
300 Nicollet Mall
Minneapolis 55401
(also covers North and South Dakota)

MISSISSIPPI

Jackson Metropolitan Library
301 North State Street
Jackson 39201

MISSOURI

Kansas City Public Library
311 East 12th Street
Kansas City 64106
(also covers Kansas)

The Danforth Foundation Library
222 South Central Avenue
St. Louis 63105

Springfield - Greene County Library
397 East Central Street
Springfield 65801

MONTANA

Eastern Montana College Library
Reference Department
Billings 59101

NEBRASKA

W. Dale Clark Library
Social Sciences Department
215 South 15th Street
Omaha 68102

NEW HAMPSHIRE

The New Hampshire Charitable Fund
One South Street
Concord 03301

NEW JERSEY

New Jersey State Library
Reference Section
185 West State Street
Trenton 08625

NEW MEXICO

New Mexico State Library
300 Don Gaspar Street
Santa Fe 87501

NEW YORK

New York State Library
State Education Department
Education Building
Albany 12224

Buffalo and Erie County Public Library
Lafayette Square
Buffalo 14203

Levittown Public Library
Reference Department
One Bluegrass Lane
Levittown 11756

Rochester Public Library
Business and Social Sciences Division
115 South Avenue
Rochester 14604

NORTH CAROLINA

William R. Perkins Library
Duke University
Durham 27706

OKLAHOMA

Oklahoma City Community Foundation
1300 North Broadway
Oklahoma City 73103

Tulsa City-County Library System
400 Civic Center
Tulsa 74103

OREGON

Library Association of Portland
Education and Psychology Department
801 SW Tenth Avenue
Portland 97205

PENNSYLVANIA

The Free Library of Philadelphia
Logan Square
Philadelphia 19103
(also covers Delaware)

Hillman Library
University of Pittsburgh
Pittsburgh 15213

RHODE ISLAND

Providence Public Library
Reference Department
150 Empire Street
Providence 02903

SOUTH CAROLINA

South Carolina State Library
Reader Services Department
1500 Senate Street
Columbia 29211

TENNESSEE

Memphis Public Library
1850 Peabody Avenue
Memphis 38104

TEXAS

The Hogg Foundation for Mental Health
The University of Texas
Austin 78712

Dallas Public Library
History and Social Sciences Division
1954 Commerce Street
Dallas 75201
(also covers Arkansas, Louisiana, New Mexico, and Oklahoma)

El Paso Community Foundation
El Paso National Bank Building
Suite 1616
El Paso 79901

Minnie Stevens Piper Foundation
201 North St. Mary's Street
San Antonio 78205

UTAH

Salt Lake City Public Library
Information and Adult Services
209 East Fifth Street
Salt Lake City 84111

VERMONT

State of Vermont Department of Libraries
Reference Services Unit
111 State Street
Montpelier 05602

VIRGINIA

Richmond Public Library
Business, Science, & Technology Department
101 East Franklin Street
Richmond 23219

WASHINGTON

Seattle Public Library
1000 Fourth Avenue
Seattle 98104

Spokane Public Library
Reference Department
West 906 Main Avenue
Spokane 99201

WEST VIRGINIA

Kanawha County Public Library
123 Capitol Street
Charleston 25301

WISCONSIN

Marquette University Memorial Library
1415 West Wisconsin Avenue
Milwaukee 53233
(also covers Illinois)

WYOMING

Laramie County Community College Library
1400 East College Drive
Cheyenne 82001

PUERTO RICO

Consumer Education and Service Center
Department of Consumer Affairs
Minillas Central Government Building North
Santurce 00908
(covers selected foundations)

MEXICO

Biblioteca Benjamin Franklin
Londres 16
Mexico City 6, D.F.
(covers selected foundations)

A BIBLIOGRAPHY OF STATE FOUNDATION DIRECTORIES
Compiled by Lesley M. Stern, Librarian, The Foundation Center (April 1978)

ALABAMA (126 foundations). *A GUIDE TO FOUNDATIONS OF THE SOUTHEAST.* Volume IV: Alabama, Arkansas, Louisiana, Mississippi. Edited by Jerry C. Davis. April 1976. viii, 165 p. Based on 1973 and 1974 990-PF and 990-AR returns filed with the IRS. Main section arranged alphabetically by foundation within each state. Index of officers. Available from Davis-Taylor Associates, Route 3, Box 289, Mt. Morgan Road, Williamsburg, Kentucky 40769. $25.00.

ARKANSAS (104 foundations). See ALABAMA.

CALIFORNIA (335 foundations). *GUIDE TO CALIFORNIA FOUNDATIONS.* Prepared by Susan Clark Robinson, Patricia Tobey, and Mary Anna Colwell. 1976. viii, 235 p. Based on data from cooperating foundations or from 1974 records in the California Attorney-General's Office. Main section arranged alphabetically by foundation. Index of foundation name within either Northern or Southern California. Available from The San Mateo Foundation, 1204 Burlingame Avenue, Room 10, Burlingame, California 94010. $4.00 prepaid.

COLORADO (256 foundations). *COLORADO FOUNDATION DIRECTORY.* Prepared by the Junior League of Denver, Inc., the Denver Foundation, and the Attorney General of Colorado. 1978. 61 p. Based on 1975 and 1976 990-PF and 990-AR returns filed with the IRS and information supplied by foundations. Main section arranged alphabetically by foundation. Includes charts by assets, grants, and fields of interest. Available from Junior League of Denver, Inc., 1805 South Bellaire, Suite 400, Denver, Colorado 80222. $5.50 prepaid.

CONNECTICUT (590 foundations). *A DIRECTORY OF FOUNDATIONS IN THE STATE OF CONNECTICUT.* 3rd Edition. Edited by John Parker Huber. 1976. xv, 168 p. Based on 1973 990-PF and 990-AR returns filed with the IRS. Main section arranged alphabetically by foundation, also lists of final returns, relocations, and changes. Indexes of geographical area, purposes of grant, and largest single grants. Available from Eastern Connecticut State College Foundation, Inc., P.O. Box 431, Willimantic, Connecticut 06226. $7.00 prepaid; otherwise $8.00.

DISTRICT OF COLUMBIA (282 foundations). *THE GUIDE TO WASHINGTON, D.C. FOUNDATIONS.* 2nd edition. Edited by Francis de Bettencourt. 1975. x, 58 p. Based on 1973 990-PF and 990-AR returns filed with the IRS. Main section arranged alphabetically by foundation. Index of officers. Available from Guide Publishers, P.O. Box 5849, Washington, D.C. 20014. $8.00.

FLORIDA (487 foundations). *A GUIDE TO FOUNDATIONS OF THE SOUTHEAST.* Volume III: Georgia and Florida. Edited by Jerry C. Davis. 1975. 309 p. Based on 1973 and 1974 990-PF and 990-AR returns filed with the IRS. Main section arranged alphabetically by foundation within each state. Index of officers. Available from Davis-Taylor Associates, Inc., Route 3, Box 289, Mt. Morgan Road, Williamsburg, Kentucky 40769. $25.00

GEORGIA (340 foundations). See FLORIDA.

ILLINOIS (319 foundations). *ILLINOIS FOUNDATION PROFILES.* Edited by James H. Taylor. 1976. vi, 99 p. Based on 1973 and 1974 990-PF and 990-AR returns filed with the IRS. Main section arranged alphabetically by foundation. Index of foundations. Available from Davis-Taylor Associates, Inc., Route 3, Box 289, Mt. Morgan Road, Williamsburg, Kentucky 40769. $29.95.

INDIANA (334 foundations). *A GUIDE TO INDIANA FOUNDATIONS.* Edited by James H. Taylor. 1975. vii, 111 p. Based on 1973 and 1974 990-PF and 990-AR returns filed with the IRS. Main section arranged alphabetically by foundation. Index of foundations. Available from Davis-Taylor Associates, Inc., Route 3, Box 289, Mt. Morgan Road, Williamsburg, Kentucky 40769. $29.95.

KANSAS (205 foundations). *DIRECTORY OF KANSAS FOUNDATIONS.* Edited by Jeannine A. Cansler. 1975. Based on 1973 990-PF and 990-AR returns filed with the IRS. Main section arranged alphabetically by foundation. No indexes. (1977 updated version also available). Available from the Association of Community Arts Councils of Kansas. 509 A Kansas Avenue, Topeka, Kansas 66603. $1.25

KENTUCKY (119 foundations). *A GUIDE TO FOUNDATIONS OF THE SOUTHEAST.* Volume I: Kentucky, Tennessee, Virginia. Edited by Jerry C. Davis. 1975. viii, 255 p. Based on 1973 and 1974 990-PF and 990-AR returns filed with the IRS. Main section arranged alphabetically by foundation within each state. Index of officers. Available from Davis-Taylor Associates, Inc., Route 3, Box 289, Mt. Morgan Road, Williamsburg, Kentucky 40769. $25.00.

LOUISIANA (172 foundations). See ALABAMA.

MAINE (62 foundations). *DIRECTORY OF MAINE FOUNDATIONS.* 2nd edition. Edited by John Parker Huber. 1975. i, 27 p. Based on 1973 990-PF and 990-AR returns filed with the IRS. Main section arranged alphabetically by foundation. Indexes of city or town, interests, asset amount, and amount of grants. Available from Eastern Connecticut State College Foundation, Inc., P.O. Box 431, Willimantic, Connecticut 06226. $5.00 prepaid.

MARYLAND (278 foundations). *1975 ANNUAL INDEX FOUNDATION REPORTS.* (August 9, 1976). 33 p. Based on 1975 990-PF and 990-AR returns received by the Maryland State Attorney-General's Office. Main section arranged alphabetically by foundation. No indexes. Available from the Office of the Attorney-General, One South Calvert Street, 14th Floor, Baltimore, Maryland 21202. $3.20.

MASSACHUSETTS (533 foundations). *COMMUNITY GRANTS RESOURCE CATALOGUE: A DIRECTORY OF PHILANTHROPIC FOUNDATIONS IN THE COMMONWEALTH OF MASSACHUSETTS.* Prepared by Steve Rubin and edited by Don Levitan. 1977. 82 p., appendixes. Based on 1973 990-PF and 990-AR returns filed with the IRS. Main section arranged alphabetically by foundation. Index of subjects. Available from Government Research Publications, Box 122, Newton Centre, Massachusetts 02159. $9.00.

MASSACHUSETTS (726 foundations). *DIRECTORY OF FOUNDATIONS IN MASSACHUSETTS.* 1977. 135 p. Based on 1975 990-PF and 990-AR returns filed with the IRS. Prepared by Office of the Attorney General of the Commonwealth of Massachusetts and the Associated Foundations of Greater Boston. Main section arranged into two parts - foundations which make grants primarily to organizations, and foundations which make grants primarily to individuals. Appendixes of grant amounts, geographic restrictions, purposes, loans, non-scholarship loans, scholarships-restricted by city, scholarships-population groups, and scholarships-purpose restricted. Available from University of Massachusetts Press, Box 429, Amherst, Massachusetts 01002. $7.50 prepaid.

MASSACHUSETTS (960 foundations). *A DIRECTORY OF FOUNDATIONS IN THE COMMONWEALTH OF MASSACHUSETTS.* Edited by John Parker Huber. 2nd edition. 1976. xii, 161 p. Based on 1974 990-PF and 990-AR returns filed with the IRS. Main section arranged alphabetically by foundation. Indexes of geographical areas and largest single grants awarded. Appendixes of additions including initial returns, relocations in Massachusetts, previously existing foundations appearing for the first time and deletions including final returns, relocations outside of Massachusetts, first edition foundations not included because of lack of data. Available from Eastern Connecticut State College Foundation, Inc. P.O. Box 431, Willimantic, Connecticut 06226. $15.00 prepaid.

MICHIGAN (696 foundations). *DIRECTORY OF FOUNDATIONS IN THE STATE OF MICHIGAN.* Edited by Janet C. Huber. 1974. ix, 123 p. Based on 1972 990-PF and 990-AR returns filed with the IRS. Main section arranged alphabetically by foundation. Indexes of foundations within cities, and purpose of grants. Available from the Dunham Pond Press, Storrs, Connecticut 06268. $10.00.

MICHIGAN (507 foundations). *MICHIGAN FOUNDATION DIRECTORY.* Edition II. Prepared by the Council of Michigan Foundations (and) Michigan League for Human Services. 1978. v, 89 p. Based on 1975-1977 returns filed with the IRS. Main section arranged in two parts: Section I is a listing of 291 Michigan foundations having assets of $200,000 or more and/or making grants of at least $25,000 annually (arranged alphabetically); Section II is a survey of Michigan foundation philanthropy. Appendixes are as follows: A. alphabetical listing of 507 Michigan foundations; B-1. listing of Directory of Michigan foundations arranged by city (out-of-state); B-2. Geographical listing of Michigan foundations arranged by city (Greater Metropolitan Detroit Area); C. terminated foundations; D-1. Survey of 106 Michigan foundations by field of endeavor; D-2. survey of 106 Michigan foundations by grants to private organizations and public institutions in Michigan; E is titled What Makes a Good Proposal and What Criteria Do Foundations Use in Assessing Proposals; F is Where to Get More Information. Available from Michigan League for Human Services, 200 Mill Street, Lansing, Michigan 48933. $7.50 prepaid.

MINNESOTA (571 foundations). *GUIDE TO MINNESOTA FOUNDATIONS.* Prepared by the Minnesota Council on Foundations. 1977. 73 p. Based on 1975 990-PF and 990-AR returns filed with the IRS. Main section arranged alphabetically by grant-making foundations; operating foundations; scholarship and educational foundations; recently dissolved foundations; largest foundations in Minnesota. Appendix of grants made by out-of-state foundations to organizations within Minnesota. Available from Minnesota Council on Foundations, Suite 413, Foshay Tower, Ninth and Marquette Avenues, Minneapolis, Minnesota 55402. $10.00.

MINNESOTA (598 foundations). *MINNESOTA FOUNDATION DIRECTORY.* Edited by Beatrice J. Capriotti and Frank J. Capriotti, III. 1976. 274 p., various additional pagings. Based on 1973 and 1974 990-PF and 990-AR returns filed with the IRS. Main section arranged alphabetically by foundation. Indexes of donors, administrators and trustees, and banks and trust companies as corporate trustees. Available from Minnesota Foundation Directory, 101 Boy Scouts of America Building, 5300 Glenwood Avenue North, Minneapolis, Minnesota 55422. $250.00.

MINNESOTA (55 foundations). *MINNESOTA FOUNDATION DIRECTORY III: GUIDELINES AND DEADLINES.* Edited by Beatrice J. Capriotti. 1976. iii, 105 p. Based on data from cooperating foundations or from 1973, 1974 or 1975 returns filed with the IRS. Main section arranged alphabetically by foundation. No indexes. Available from Minnesota Foundation Directory III, Suite 305, Peavey Building, Minneapolis, Minnesota 55402. $50.00.

MISSISSIPPI (68 foundations). See ALABAMA.

NEW HAMPSHIRE (approximately 400 foundations). *DIRECTORY OF CHARITABLE FUNDS IN NEW HAMPSHIRE.* 3rd edition. June 1976. Based on 1974-1975 records in the New Hampshire Attorney-General's Office. Main section arranged alphabetically by foundation. Indexes of geographical areas when restricted, and of purposes when not geographically restricted. Available from the Office of the Attorney-General, State House Annex, Concord, New Hampshire 03301. $2.00.

NEW HAMPSHIRE (138 foundations). *A DIRECTORY OF FOUNDATIONS IN THE STATE OF NEW HAMPSHIRE.* 2nd Edition. Edited by John Parker Huber. 1975. Based on 1973 990-PF and 990-AR returns filed with the IRS. Main section arranged alphabetically by foundation. Indexes of city or town, areas of interest asset amount, and grants amount. Available from Eastern Connecticut State College Foundation, Inc., P.O. Box 431, Willimantic, Connecticut 06226. $5.00 prepaid.

NEW JERSEY (359 foundations). *DIRECTORY OF NEW JERSEY FOUNDATIONS.* Compiled by Janet A. Mitchell and Mary R. Murrin. September 1977. v, 81 p. Based on 1975 990-PF and 990-AR returns filed with the IRS. Main section arranged alphabetically by foundation. Index of smaller foundations. Available from Janet A. Mitchell, P.O. Box 2313, Princeton, New Jersey 08540. $9.45 prepaid ($9.90 for New Jersey residents).

NEW YORK (950 entries). *NEW YORK FOUNDATION PROFILES.* Edited by James H. Taylor. 1976. 259 p. Based on 1974 and 1975 990-PF and 990-AR returns filed with the IRS. Main section arranged alphabetically by foundation. Index of foundations. Available from Davis-Taylor Associates, Route 3, Box 289, Mt. Morgan Road, Williamsburg, Kentucky 40769. $29.95.

NORTH CAROLINA (415 foundations). *A GUIDE TO FOUNDATIONS OF THE SOUTHEAST.* Volume II: North Carolina, South Carolina. Edited by Jerry C. Davis. 1975. x, 200 p. Based on 1973 and 1974 990-PF and 990-AR returns filed with the IRS. Main section arranged alphabetically by foundation within each state. Index of officers. Available from Davis-Taylor Associates, Route 3, Box 289, Mt. Morgan Road, Williamsburg, Kentucky 40769. $25.00.

OHIO (42 foundations). *GUIDE TO CHARITABLE FOUNDATIONS IN THE GREATER AKRON AREA.* 1st edition. Prepared by Human Services Planning Library. 1978. iii, 63 p. Based on United Way files, the Charitable Foundations Directory of Ohio, 990-PF and 990-AR returns filed with the IRS, and information supplied by foundations. Main section arranged alphabetically by foundation; includes section on scholarship foundations and section on proposal writing. Appendixes include list of recently terminated Akron area foundations, indexes of assets, grants, subject categories, and officers and trustees. Available from Human Services Planning Library, United Way of Summit County, P.O. Box 1260, 90 North Prospect Street, Akron, Ohio. $2.50.

OHIO (2,500 foundations). *CHARITABLE FOUNDATIONS DIRECTORY OF OHIO.* 2nd edition. 1975. 135 p. Based on 1971-1975 records in the Ohio Attorney-General's Office. Main section arranged alphabetically by foundation. Indexes of counties, and purposes. Available from the Office of the Attorney-General, 30 East Broad Street, 15th Floor, Columbus, Ohio 43215. $4.00 prepaid.

OKLAHOMA (269 foundations). *DIRECTORY OF OKLAHOMA FOUNDATIONS.* Edited by Thomas E. Broce. 1974. vii, 304 p. Based on data from cooperating foundations or from 1971 and 1972 990-PF and 990-AR returns filed with the IRS. Main section arranged alphabetically by foundation. Index of foundation grant activities. Available from University of Oklahoma Press, 1005 Asp Avenue, Norman, Oklahoma 73069. $9.95.

OREGON (331 foundations). *DIRECTORY OF FOUNDATIONS AND CHARITABLE TRUSTS REGISTERED IN OREGON.* Edited and compiled by Virgil D. Mills. Based on 1972 records in the Oregon Attorney-General's Office. Main section arranged alphabetically by foundation. No indexes. Available from the Department of Justice, 555 State Office Building, 1400 S.W. Fifth Avenue, Portland, Oregon 97201. $5.00 prepaid.

OREGON (282 foundations). *THE GUIDE TO OREGON FOUNDATIONS.* 263 p. Based primarily on 1976 990-AR returns from IRS. Covers foundations, trusts, and scholarship funds based in Oregon, plus certain national foundations that are active Oregon givers. Includes detailed data on each foundation, several appendices, and an alphabetical index. Available from Tri-County Community Council, 718 W. Burnside, Portland, Oregon 97209. $7.50 plus 50¢ postage.

PENNSYLVANIA (1078 foundations). *DIRECTORY OF PENNSYLVANIA FOUNDATIONS.* 1st Edition. 1978. Compiled by S. Damon Kletzien, editor with assistance from Margaret H. Chalfant and Frances C. Ritchey. xvi, 304 p. Based on 1975 and 1976 990-PF and 990-AR returns filed with the IRS and information supplied by foundations. Main section arranged alphabetically within geographic regions. Appendixes on approaching foundations, program planning and proposal writing and broadening the foundation search. Indexes of officers, directors and trustees; major interests; foundations arranged alphabetically. Available from Friends of the Free Library (Attn. Directory); the Free Library of Philadelphia, Logan Square at Nineteenth Street, Philadelphia, Pennsylvania 19103. $11.00 prepaid.

RHODE ISLAND (117 foundations). *A DIRECTORY OF FOUNDATIONS IN THE STATE OF RHODE ISLAND.* 2nd Edition. Edited by John Parker Huber. 1975. i, 39 p. Based on 1973 990-PF and 990-AR returns filed with the IRS. Main section arranged alphabetically by foundation. Indexes of city or town, interests, asset amounts, and amounts of grants (largest to smallest). Available from Eastern Connecticut State College Foundation, Inc., P.O. Box 431, Willimantic, Connecticut 06226. $5.00 prepaid.

SOUTH CAROLINA (131 foundations). See NORTH CAROLINA.

TENNESSEE (238 foundations). See KENTUCKY.

TEXAS (1,020 foundations). *DIRECTORY OF TEXAS FOUNDATIONS.* Compiled and edited by William J. Hooper. 1976. vi, 180 p. Based on 1974 data from cooperating foundations or 990-PF and 990-AR returns filed with the IRS. Main section arranged alphabetically by foundation. Indexes of areas of interest and cities. Available from Texas Foundations Research Center, 306 West 29th Street, Austin, Texas 78705. $10.95 prepaid.

TEXAS (214 foundations). *THE GUIDE TO TEXAS FOUNDATIONS.* 1975. 104 p. Based on data from cooperating foundations or from 1973 and 1974 records in the Texas Attorney-General's Office. Main section arranged into four sections: Dallas foundations, Fort Worth foundations, Houston foundations, and other cities. Within each category major listing of foundations with grants greater than $3,000 per year and brief listing of foundations with grants under $30,000 per year. Index of foundations. Available from the Southern Resource Center, P.O. Box 5593, Dallas, Texas 75222. $7.50 (includes postage and handling).

VERMONT (41 foundations). *A DIRECTORY OF FOUNDATIONS IN THE STATE OF VERMONT.* Edited by Denise M. McGovern. 1975. i, 24 p. Based on 1972 990-PF and 990-AR returns filed with the IRS. Main section arranged alphabetically by foundation. Indexes of city or towns, interests, asset amount, and amount of grants. Available from Eastern Connecticut State College Foundation, Inc., P.O. Box 431, Willimantic, Connecticut 06226. $3.00 prepaid.

VIRGINIA (319 foundations). See KENTUCKY.

VIRGINIA (102 foundations). *VIRGINIA DIRECTORY OF PRIVATE FOUNDATIONS.* By the Office of Human Resources, Department of Intergovernmental Affairs. 1977. 70 p. Based on 1974 and 1975 990-PF and 990-AR returns filed with the IRS. Main section arranged alphabetically by foundation. Indexes of foundations, geographical areas, and religions. Available from Department of Intergovernmental Affairs, Fourth Street Office Building, 205 North Fourth Street, Richmond, Virginia 23219. $2.00 prepaid.

WASHINGTON (458 foundations). *CHARITABLE TRUST DIRECTORY*. 1975. 92 p. Based on 1974 records in the Washington Attorney-General's Office. Main section arranged alphabetically by foundation. No indexes. Available from the Office of the Attorney-General, Temple of Justice, Olympia, Washington, 98504. $3.00 prepaid.

WISCONSIN (700 foundations). *FOUNDATIONS IN WISCONSIN: A DIRECTORY*. Compiled by Barbara Szyszko. 1976. xiii, 263 p. Based on 1974 990-PF and 990-AR returns filed with the IRS. Main section arranged alphabetically by foundation. Also listing of Employer Identification Numbers (EIN). Indexes of counties, areas of interest, and managers. Available from Marquette University Memorial Library, 1415 West Wisconsin Avenue, Milwaukee, Wisconsin 53233. $10.00 prepaid.

V. OTHER PRIVATE SECTOR RESOURCES

Although foundations are the largest and most visible private sector funding source there are several other private resources that have some potential for providing financial or other assistance.

CORPORATIONS

Current statistics on contributions to philanthropic activities from the private sector indicate that the total amount contributed from corporations -- about $1.4 billion annually -- is less than amounts contributed by either foundations, individuals, or bequests. Only about twenty percent of those corporations that file income tax returns with the IRS report contributions, and of those only three percent are currently giving at the limit that IRS allows them to deduct from their taxes. The total picture that emerges from these and other statistics is, unfortunately, that corporate giving is not likely to increase either in the aggregate or individually by corporation. Therefore, the corporate sector should be considered primarily as an alternative source of funds or in-kind assistance that has limited capacity to fund rural programs or projects.

Characteristics of Corporate Giving Programs

Because there is no single collection of information on corporate giving programs, it is difficult to characterize them in absolute terms. There are, however, some general characteristics which should be considered by those interested in tapping corporate giving programs.

1. The structure of the corporation's program

Most corporate giving programs are structured in one of the following ways:

(a) The corporate foundation is a separate legal entity established by the corporation to "make gifts which may not be of sole benefit to the sponsor". Prior to the 1969 Tax Reform Act, the majority of business giving was accomplished through corporate foundations. Provisions in that legislation lessened the tax advantage of private foundations and reduced the amount of corporate funds channeled through their foundations. However, the Act also made corporate foundations the most visible type of corporate philanthropy by requiring them to file details of their contributions annually with the IRS. The General Mills Foundation is an example.

(b) Corporate philanthropic activities are conducted by nearly every company, whether it gives employee scholarships or provides support for a local or national organization. An example of this type is Equitable Life Assurance Society. Since 1935, corporations have been allowed to deduct their charitable contributions from their federal taxes in an amount not exceeding five percent of net income. (A 1964 provision allowed them to deduct donations made in one year over a five year period). Finally, a 1953 court ruling established "indirect benefit" as a sufficient cause for corporate charity, and the era of "corporate social responsibility" was born.

In most companies, charitable contributions are handled by an individual or department such as public or community relations or affairs; contributions; executive or administrative offices; personnel. Some corporate giving programs are highly structured and have priorities or fields of interest similar to those of foundations. Others depend primarily on the philosophies of the individual in charge of contributions for their structure.

(c) A combination of corporate foundation and other philanthropic activities is found in many companies. Sometimes the foundation gives in one area, such as health, and other donations or activities are handled directly by the corporation. The two programs may share staff, such as at the Levi Strauss Company's Community Affairs Department and the Levi Strauss Foundation.

2. The management of the corporation

Most corporate philanthropy is the result of management's philosophy and direction. To the extent that ownership of a corporation is vested in any one stockholder (family, institution, or other business) the corporation's management and their philosophy about giving will reflect the stockholder's views. As long as the philanthropic efforts do not detract from the ability of that corporation to make a profit, however, management can usually take the lead in deciding what, where, and how philanthropic activities should be undertaken. Much of a corporation's philanthropy can be understood by knowing what management's values and interests are.

3. Where the corporation gives

Corporations give because doing so is an investment that they anticipate will bring a profitable return to their company, whether in terms of improved employee relations, a better image in the community, deductions from income taxes, or increased business. Most corporate philanthropic activities -- including corporate foundation grants -- are focused in the geographic areas or communities where the company has its facilities.

4. Types of support*

Depending on management's philosophy about corporate social responsibility, the following types of assistance might be contributed by a company:

a. Outright gifts and grants can be classified in four ways:

1. the *"check-out-the door"* is usually a small gift, made with little plan as to how it falls within the philanthropic objectives of a company. Individuals in charge of branch facilities of a parent corporation may be given a certain amount of discretion and/or authority to make such contributions, such as purchasing tickets to a fund-raiser.

2. *General support contributions* to an organization are usually made by corporations without foundations. Newer or less established agencies may find this type of assistance difficult to obtain unless a direct link between the company and agency can be established.

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*The following information is excerpted with permission from a Grantsmanship Center News reprint entitled "Exploring the Elusive World of Corporate Giving" by Jack R. Shakely (available from The Grantsmanship Center, 1015 W. Olympic Blvd., Los Angeles, CA 90015. $1.25.)

3. *Programmatic grants* are usually made by corporations with foundations, because the foundation structure offers more latitude for program development by facilitating long-range planning. Some corporations that have a well-defined structure to their philanthropy also prefer to make these types of grants because they are identifiable, time limited, and can be evaluated.

4. *Corporate-sponsored projects* are fairly rare, but are initiated by the corporation and carried out by a selected agency.

b. Matching gifts by employees to certain types of organizations is done by about 700 corporations. In the past this has been done primarily in the higher education field, but many contributions to the arts and hospitals are also made in this way. This type of contribution is more likely to be made to an organization that has widespread support among or use by a company's employees.

c. United Way gets about one-half of all corporate charitable contributions. The tendency of United Ways or other federated drives to be monopolistic, exclusionary and urban-oriented can make breaking into this type of corporate funding difficult if not impossible for a rural organization to accomplish. Unless you know otherwise, it might be possible to obtain some type of assistance from a corporation that also gives to the United Way.

d. Released staff time/volunteering: In addition to the work many corporate executives do on behalf of United Way or charitable organizations many companies support other voluntary efforts of their employees. This may be done through a company incentive program, whereby the company financially supports community organizations in which employees volunteer. Some corporations will loan an employee to work full-time for a non-profit organization or community group for a certain time, still paying his salary. Or a company might focus all its employee volunteer efforts on a particular agency or programmatic area.

e. Gifts in Kind are perhaps the most valuable type of corporate support. Under the Tax Reform Act of 1976, corporations are allowed to deduct gifts from inventory based on the cost of the property plus one-half the appreciated value of the property (the difference between the manufacturer's cost and the retail cost.) In addition, some states are reportedly considering tax-relief legislation similar to that in Pennsylvania, which allows tax credits of fifty percent or more to corporate givers.

f. Program-Related Investments are loans or purchase of stocks or bonds in an organization that may be rather high risk financially but which is working in a program area that is similar to the philanthropic priorities of the corporation or its foundation. If the agency pays back the money, it is considered an investment; if it fails to do so, it is considered a grant.

Identifying Potential Sources of Corporate Support

Because corporate giving is usually limited to those areas where the company has facilities, the best approach for a rural organization to take in tapping the corporate sector is to investigate the businesses in the community or nearby area.

The first step is to identify potential sources of support. Local Chambers of Commerce often publish lists or directories of businesses in the area, with basic information on each such as the type of business and name of the top executive. Other sources of information might be State Chambers of Commerce or State government economic development or commerce agencies. Many of these publish similar directories or references on businesses in the State.

After identifying local businesses, the next step is to find out as much as possible about them before approaching them for funding. Ideally, this should be done before personal contact is made, but because corporations are not required to report details of their contributions to the government, no central body of information exists and it may be necessary to personally ask the company for the information needed.

If the company is a branch or affiliate of a larger corporation with headquarters elsewhere, you might glean some information about the company and the people who manage it from resources such as Standard and Poor's Register of Corporations, Directors and Executives, the Dunn and Bradstreet Directories or Who's Who. These and other standard references on the business world can be found at a large public library or a business school of a university. If the corporation has a foundation, this can be researched and approached in the same manner as any other private foundation. (see Chapter on Foundation Assistance).

One way to find out something about a local business' past record of contributions is to ask other organizations or community leaders about the company. It may also help you approach a company if you can get someone who knows the executive(s) to support your organization or program.

When you have gathered as much information about a company as time and your circumstances will permit, you should contact the local office and ask to speak to the individual in charge of contributions. If you are dealing with a local plant of a larger corporation or corporate foundation, remember that although the local executive may not make the final decision, his endorsement will certainly help your cause with headquarters. If you are dealing directly with the "headquarters" office, the need to present your case in the best possible way is that much more important.

In your first phone conversation, you should briefly identify yourself and your organization, and inquire about information the company has on a contributions policy or application procedure. Depending on the response, you will want to either send an introductory letter of request and follow up with a meeting, or simply make an appointment to make a formal presentation of your request.

A meeting with the individual in charge of "corporate giving" can be a good opportunity to publicize your program and, hopefully, obtain the type of support you are seeking from the company. Try to remember that the company is interested in contributions that are good investments, and will want to see how their contribution to your program will bring a profitable return to their business. It may help to bring along with you one of your board members who knows the company executive, a community leader who has endorsed the program, or the person who will actually be in charge of the activity for which you are seeking support. Also, be prepared to answer the inevitable question, "What have other businesses (or foundations, churches, or government agencies) given?" It is also a good idea to request a specific dollar amount or be able to define exactly what type and amount of in-kind assistance you need.

A Final Note

Probably the most important considerations to keep in mind about corporate funding are to be creative and flexible. The formal approach may not work at all within a certain community or its businesses, but the knowledge that your organization and a particular company have a mutual interest certainly will.

Bibliography

In addition to the standard business reference works such as Standard and Poor's and Dunn and Bradstreet Directories, magazines or newspapers such as Forbes, Business Week and the Wall Street Journal will keep you informed of business developments on a broad scale. There are also a number of books and magazine articles which provide insights into corporate social responsibility in general and the art of tapping corporate giving programs.

PHILANTHROPY AND THE BUSINESS CORPORATION, by Marion R. Fremont-Smith. Published by Russell Sage Foundation, 230 Park Avenue, New York, New York 10017. (1972). $3.95.

This book provides an excellent in-depth explanation of the historical developments that have shaped corporate social responsibility as it is currently conceived.

THE HANDBOOK OF CORPORATE SOCIAL RESPONSIBILITY: PROFILES OF INVOLVEMENT. 2nd Edition (1975). Compiled and Edited by Human Resources Network, 2010 Chancellor St., Philadelphia, PA.

This is the only Directory of corporate giving programs. Information supplied by over 200 corporations is provided on 743 programs.

GIVING USA 1977, American Association of Fund-Raising Counsel, 500 Fifth Avenue, New York, New York 10036.

A compilation of facts and trends on American philanthropy for the preceding year.

"EXPLORING THE ELUSIVE WORLD OF CORPORATE GIVING", by Jack Shakely, available as a reprint from the Grantsmanship Center News, 1015 W. Olympic Boulevard, Los Angeles, California 90015. 1-10 copies, $1.25.

This article is a highly readable account of the nature of corporate giving. Beginning with a summary of the history of corporate philanthropy, the author proceeds to offer numerous insights on how to research corporate giving and approach corporations for funds. Includes a bibliography and list of organizations that deal with corporate giving.

"FURTHER EXPLORATIONS OF THE ELUSIVE WORLD OF CORPORATE PHILANTHROPY", by Robert Bothwell, in the Grantsmanship Center News, Issue 24 (March-April 1978), p. 57-61.

A response to Jack Shakely's article that provides additional insights and a somewhat different perspective on corporate giving.

BILLIOGRAPHY OF CORPORATE SOCIAL RESPONSIBILITY: PROGRAMS AND POLICIES. Vol. 6. Bank America Corporation, 1977. Available from Editorial Services, Bank of America Center, Box 37000, San Francisco, California 94137. $2.00

This is a guide to published information -- news releases, speeches, articles -- about corporate social responsibility, by subject area.

CHURCHES

A number of national church organizations have some potential for providing financial assistance for rural development. It is difficult to generalize about the church's role in developmental activities because the involvement of the various denominations varies greatly. However, it is useful to consider major concerns of these funding sources.

Concerns common to most church funding sources are not unlike those of national foundations. These concerns include: insuring that minority and/or poor people are involved in the planning and implementation of the project and that their problems are

addressed; the proposal is unique and does not duplicate existing efforts in the community or area; there is potential for leveraging additional support as well as attaining self-sufficiency; goals are clearly articulated and a method for evaluating goal-attainment has been developed; and organizational and leadership capacity either presently exist or can be developed to carry out the project successfully. In addition, church funding sources are reluctant to fund capital projects such as construction and equipment, or those that receive the majority of their support from federal funds. Church assistance is usually limited to a year or two, and the grant amount for any one project is not likely to exceed $50,000 -- and is apt to be a good deal less.

Most church funding agencies desire that a project have some degree of support from local churches or at the judicatory level (the regional structure between local churches and the national body). Some denominations require that the applicant be affiliated with their denomination, and while this is not the rule, most church funding sources are interested that projects they fund are furthering the principles of their faith.

There is no central depository of information on church funds, and since both church staff and resources are limited, there is rarely any attempt made to publicize church programs. The best process for investigating these sources of funds is through telephoning, and you should have several questions in mind when you make the right contacts. First, briefly describe your project and inquire as to whether or not it falls under the program priorities and requirements of the religious funding agency. Second, if it appears that the agency is a potential funding source, inquire about application deadlines and whether or not funds are available for this year. Also, ask for program guidelines, application forms, annual reports, list of grantees and any other written information on the program that might be available. Third, inquire about the process for application - at what level should the application be made (local, judicatory, or national), who will be responsible for reviewing the application, approximately how long will the review process take, and will on-site visits be made by local, judicatory, or national representatives of the church agency? Lastly, inquire about the need for local or judicatory involvement.

Self-development/reconciliation funds have been established to address the root causes of poverty and injustice. These are the major sources of church funds. The Joint Strategy and Action Committee is a coalition of denominational and national mission agencies which has some capacity to respond to general inquiries about these kinds of funds. It has a Nonmetro Task Force and publishes a newsletter entitled Grapevine. Contact:

Joint Strategy and Action Committee
475 Riverside Drive, Room 1700-A
New York, New York 10027
212/870-3105

Major self-development/reconcilation programs of denominations include:

Campaign for Human Development
U.S. Catholic Conference
1312 Massachusetts Avenue, N.W.
Washington, D.C. 20005 202/659-6650

United Methodist Church Commission on Religion and Race
Minority Group Self-Determination Fund
110 Maryland Avenue, N.E., Box 48-49
Washington, D.C. 20002 202/547-2271

Church of the Brethren General Board's SHARE
1451 Dundee Avenue
Elgin, Illinois 60120 312/742-5100

Executive Council of the Episcopal Church - Coalition for Human Needs
Episcopal Church Center
815 Second Avenue
New York, New York 10017 212/867-8400

American Lutheran Church - Development Assistance Program
422 South Fifth Street
Minneapolis, Minnesota 55415 612/339-3821

The Lutheran Church Missouri Synod - World Relief
Board of Social Ministry and World Relief
500 North Broadway
St. Louis, Missouri 63102 314/231-6969

Disciples of Christ - Reconciliation
P.O. Box 1986
Indianapolis, Indiana 46206 317/353-1491

The other major source of church funds are those earmarked for domestic hunger projects. Apart from seeking to meet nutrition needs, a broad range of human needs are being addressed, including support of projects related to social and economic development. The Ecumenical Funding Table brokers support for hunger projects between more than one denominational funding source, and staff are willing to answer general inquiries about the involvement of the various denominations in the hunger field; phone: 212/870-2307.

Major hunger programs of denominations include:

United Presbyterian Church Hunger Program
The Program Agency
Room 1268
475 Riverside Drive
New York, New York 10027 212/870-3108

Presbyterian Church, U.S. Task Force on
World Hunger
341 Ponce de Leon Avenue, N.E.
Atlanta, Georgia 30308 404/873-1531

American Baptist Churches in the U.S.A.
Mr. Matthew Giuffrida
National Ministries
American Baptist Churches
Valley Forge, Pennsylvania 19481 215/768-2000

United Church of Christ Hunger Action Fund
World Hunger Working Group
United Church Board for World Ministries
475 Riverside Drive
New York, New York 10027 212/870-2637

Lutheran Church in America Domestic Hunger
Director, Town and Country Ministry
Lutheran Church in America
231 Madison Avenue
New York, New York 10016 212/481-9692

For additional information regarding church sources for rural development, consult the National Rural Center's Resource Guide for Rural Development.

UNIONS

Part of the historical philosophy of labor unions is that the organizations exist to help members and their families meet all their needs for a better life. Labor unions are not as well-established or as powerful in rural areas as they are in many cities, but there are notable exceptions. Particular unions, such as the United Mine Workers, operate mainly in rural areas, and as more plants locate outside of large cities, union activity moves also. The building trades unions often have members working in rural areas, especially when larger projects, such as dams and highways, are built there. Wherever unions are present in a community, they can and do participate in many community projects.

The local union is the basic unit, and in most instances would be the point of contact for any community effort. The national unions vary considerably in size and range of activities. Generally, however, their primary focus is on collective bargaining and legislation which directly affects the status of workers. Most unions do have political action arms, and some have departments of social or community services.

In addition, most national unions have scholarship awards programs and publish periodic newspapers which include columns with useful information on consumer problems, health, safety, legal issues and even recreation or food preparation. Many participate in programs through which their members are trained in emergency medical care techniques or disaster response.

The AFL-CIO, which is the federation to which most national union organizations belong, has a department of Community Service Activities (CSA) within its national structure. This department oversees and coordinates the federation's participation in community service and development activities, which range from a network of liaison representatives with governmental and voluntary agencies (including the Boy Scouts, the Red Cross and United Way of America) to sponsorship of a ten-city demonstration alcohol rehabilitation effort.

At the community level, an individual union local or AFL-CIO central labor council may form a Community Services Committee which may operate union counseling courses or programs such as strike or disaster assistance. In addition, a dozen functioning AFL-CIO-CSA labor agencies have been organized. They comprise a service delivery mechanism which is eligible for United Way, foundation or government funding and which may contract with other social agencies for services needed by the whole community.

A major effort of the AFL-CIO is in employment outreach and training through the Human Resources Development Institute (HRDI). HRDI staff are based in over 50 cities and work closely with business, government and community groups to develop employment and training programs. HRDI is responsible for the administration and coordination of 22 Apprenticeship Outreach Programs designed to recruit youth, primarily minorities, and prepare them for apprenticeship programs. RTP (Recruitment-Training-Placement, Inc.) and the A. Phillip Randolph Institute (APRI) are organizations structurally independent of the unions, but which work closely with them toward the same objectives.

The United Mine Workers (UMW), a union not affiliated with the AFL-CIO, has been unusually active in community development activities. Often mine workers, active and retired, may make up most of the population of the towns in which they live, so for them, the union serves even more as the social as well as economic center of community life.

Another unaffiliated union, the United Auto Workers (UAW), has a long history of support for efforts to improve opportunities for human development. In the past, they have contributed financially and with gifts of equipment and supplies to poor communities and individuals in Africa, Latin America, and other less developed countries, as well as in Appalachia and the Mississippi Delta.

The union works through UAW Community Action Committees on the local level, and has a 40-member national Community Action staff spread out in regional offices across the United States. The committees and the regional staff are contact points for requests for assistance with problems of many kinds: from planning workshops and seminars to improving housing, health care or anything basic to the quality of life. Each request is evaluated individually. If there is no UAW local in the immediate area, requests should be directed to the Community Action staff in the nearest regional office or to the national UAW office.

Social, Technical Education Program (STEP) is another mechanism through which the UAW seeks to make resources available. STEP is a program now being reemphasized by the union, through which surplus, used or discarded equipment and supplies are collected and donated to organizations or communities which can use them to help persons in need. STEP has concentrated on making medical and pharmaceutical supplies and equipment available, but also collect toys, textbooks and other items for redistribution.

Individual union locals of both AFL-CIO affiliated and non-affiliated unions are still the basic unit for decisions on what programs to support and what type of involvement to undertake. Many union locals support nationwide efforts such as disaster relief funds, but also are very active in local causes. They often sponsor Scouting troups or Little League teams, participate in immunization programs or blood drives, raise money for local clinics, day care centers or special causes, or provide a forum for the dissemination of information or appeals on behalf of such causes.

The most important role unions may currently play in rural community economic development is by virtue of their existence as organizations in areas where formal organizations may be few. Union locals in a community may provide one of the best available means of contacting a sizeable group of people. As a body they may be approached to help publicize an effort or recruit persons for more direct involvement in a project. Because union members have some experience in participating in cooperative efforts they can be valuable assets in the process of getting a project going. Union officials often have particular knowledge about organizing, record-keeping, holding meetings and other aspects basic to many projects. Moreover, union members as individuals and union locals as a whole often contribute labor, especially in their craft, to a cause. Communications workers may staff phone banks for a fundraiser, construction locals may donate time to build a needed community facility, or other union members may acquire special medical training through a program sponsored at the national level.

While unions do not usually have money set aside at the national level to fund projects, local unions will often vote to contribute money to local efforts. It is more usual for a union's contributions to go toward a political effort or a special benefit for a charitable cause, but they can be approached similarly for community development projects. To tap any union's resources it is best to contact locals of whatever unions are active in the community and which might be interested in your project. If there are unions which might be able to help with your project but are not present in the community, the state or local AFL-CIO or national offices of a particular union may be approached. HRDI, RTP or APRI also have national offices which may be contacted. A list follows.

AFL-CIO
Community Service Activities Department
815 16th Street, N.W.
Washington, D.C. 20006
(202) 637-5000

Human Resources Development Institute
815 16th Street, N.W.
Washington, D.C. 20006
(202) 638-3912

Recruitment Training Program
162 5th Avenue
New York, New York 10010
(212) 691-0600

A. Phillip Randolph Institute
21 M Street, N.E.
Washington, D.C. 20002
(202) 789-0692

United Mine Workers
900 15th Street, N.W.
Washington, D.C. 20005
(202) 638-0530

United Auto Workers
1125 - 15th Street, N.W.
Washington, D.C.
(202) 296-7484

Social, Technical Education Program
8000 East Jefferson
Detroit, MI
(313) 926-5000

Addresses and phone numbers for national unions are printed in the Directory of National Unions and Employee Associations published by the United States Department of Labor, Bureau of Labor Statistics, available at libraries or from the Government Printing Office, Washington, D.C.

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3.	Appalachian Fund, KY	2			X
4.	Arca Foundation, NY	2	X		
5.	Babcock (Mary Reynolds) Foundation, NC	3		X	
6.	Benedum (Claude Worthington) Foundation, PA	3		X	
7.	Blandin (Charles K.) Foundation, MN	4			X
8.	Boettcher Foundation, CO	4			X
9.	Bremer (Otto) Foundation, MN	5		X	
10.	Bush Foundation, MN	5		X	
11.	Carnegie Corporation of New York, NY	6	X		
12.	Clark (Edna McConnell) Foundation, NY	7	X		
13.	Cummins Engine Foundation, IN	7	X		
14	DeRance, Inc., WI	8	X		
15.	Donner (William H.) Foundation, NY	8	X		
16.	Duke Endowment, NY	9		X	
17.	Farm Foundation, IL	10	X		
18.	Field Foundation, NY	10	X		
19.	Ford Foundation, NY	11	X		
20.	General Mills Foundation, MN	12	X		
21.	General Service Foundation, MN	12	X		
22.	Hazen (Edward W.) Foundation, CT	13	X		
23.	Hillman Foundation, PA	13			X
24.	Hogg Foundation, TX	14			X
25.	Johnson (Robert Wood) Foundation, NJ	14	X		
*26.	Joint Foundation Support, Inc., NY	15	X		
27.	Kaiser (Henry J.) Family Foundation, CA	16	X		
28.	Kellogg (W.K.) Foundation, MI	16	X		
29.	Kerr Foundation, OK	17			X
30.	Kresge Foundation, MI	18	X		
31.	Markle (John & Mary R.) Foundation, NY	18	X		
32.	McKnight Foundation, MN	19			X
33.	Moody Foundation, TX	19			X
34.	Mott (Charles Stewart) Foundation, MI	20	X		
35.	New Hampshire Charitable Fund, NH	21			X
36.	New World Foundation, NY	21	X		
37.	Noble (Samuel Roberts) Foundation, OK	22			X
38.	Norman Foundation, NY	22	X		
39.	North Dakota Community Foundation, ND	23			X
40.	Northwest Area Foundation, MN	23		X	

*An Association of Foundations

National (N) Regional (R) Local (L)

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45. Richardson (Sid W.) Foundation, TX	26			X
46. Rockefeller Brothers Fund, NY	26	X		
47. Rockefeller Foundation, NY	27	X		
48. Rockefeller (Winthrop) Foundation, AR	28			X
49. Rosenberg Foundation, CA	28			X
50. Shalan Foundation, CA	29		X	
51. Southern Education Foundation, GA	30		X	
52. Steele-Reese Foundation, NY	30		X	
53. Stern Fund, NY	31	X		
54. Strauss (Levi) Foundation, CA	31		X	

National (N) Regional (R) Local (L)

SUBJECT INDEX

This index provides a guide to fields of interest of the foundations described in the Directory. Foundation names correspond to the numbers after the subjects and can be determined by referring to the Alphabetical/Geographical Index.

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